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GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

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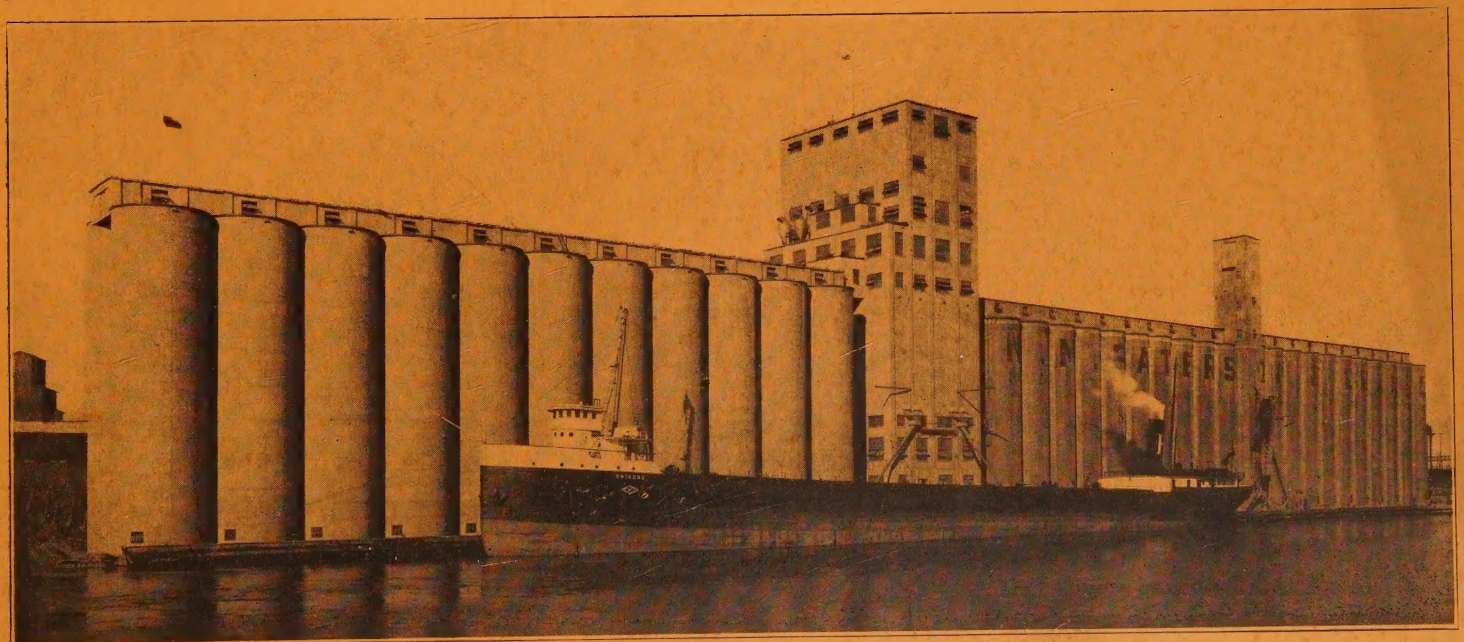

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(Continued on next page.)

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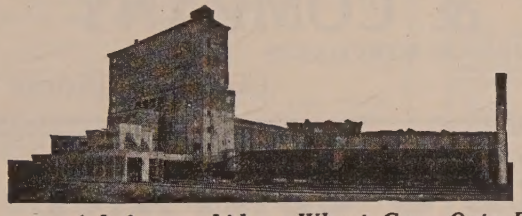

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Modern elevator facilities at your command.

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and are in position to use any grade including the extreme wet, sour salvage
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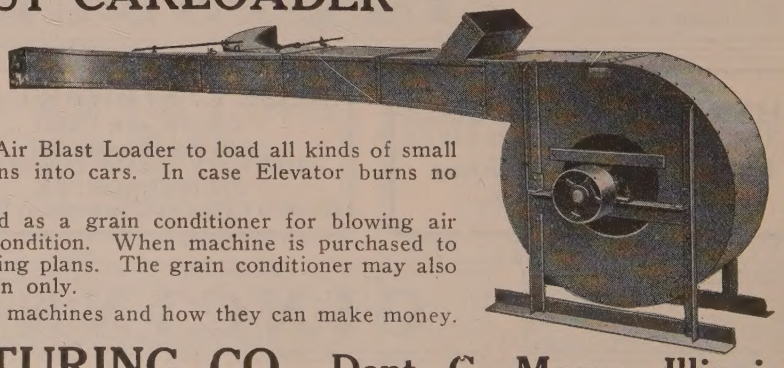

Will load grain cars from your Elevator without scooping in the car, both ends of the car being loaded at the same time. The machine will not injure the grain because it does not pass through the fan. It will clean and raise the grade. We also build Portable Air Blast Loader to load all kinds of small grain, ear corn, cobs, etc., direct from wagons into cars. In case Elevator burns no time is lost.

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Write for illustrated Catalog E. showing these machines and how they can make money.

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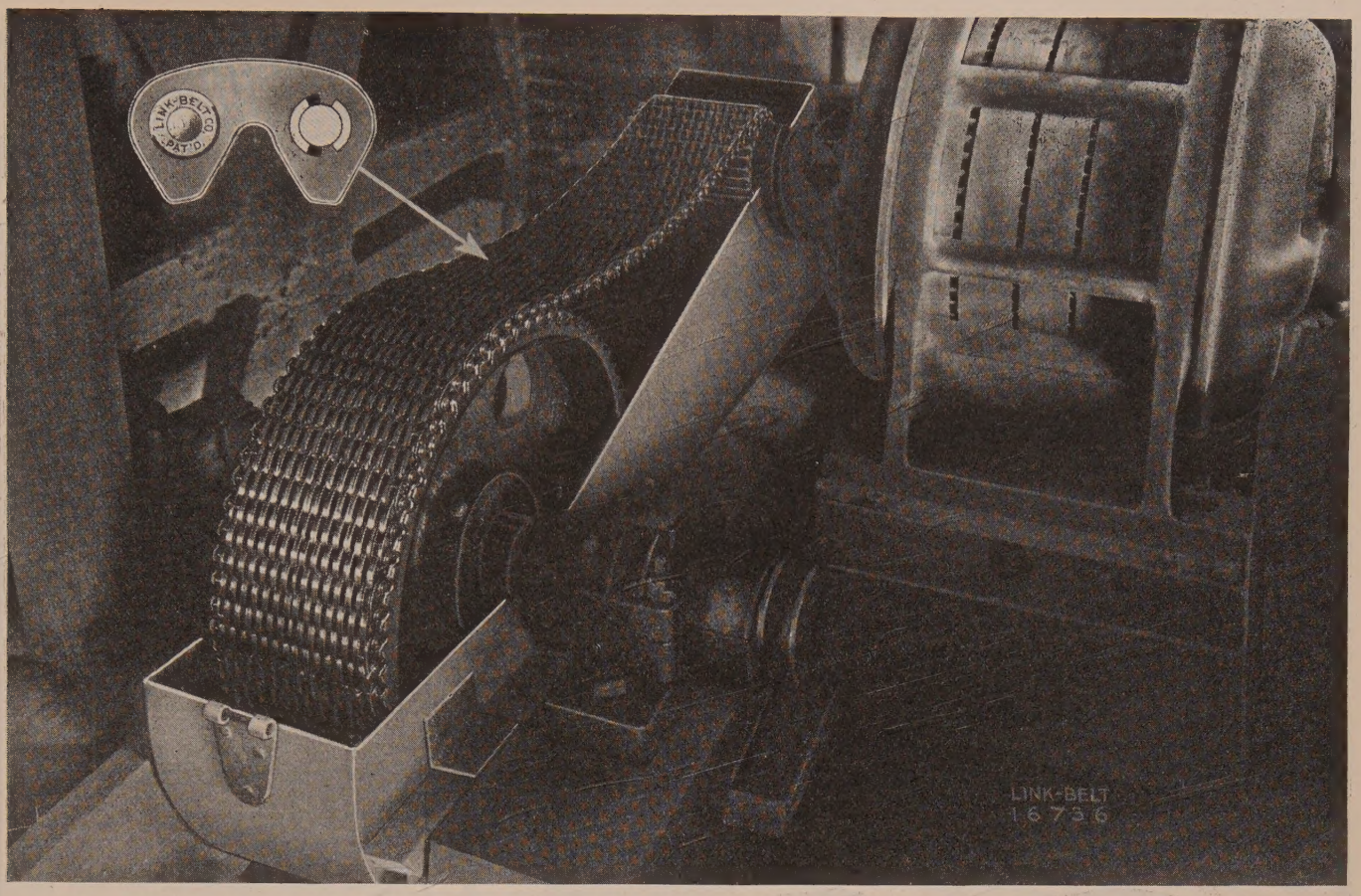

25 H. P. Link-Belt Silent Chain Drive at the Liberty Elevator of the Liberty Mills Company, San Antonio, Texas

The Efficient Way to Harness Power to the Machine

Flexible as a Belt—Positive as a Gear—More Efficient than Either

98.2% efficient on actual test

LINK-BELT Silent Chain Drives are made in sizes from ¼ to 1000 H. P. and over. Drives ½ to 15 H. P. carried in stock in many cities. Send for a copy of our Silent Chain Data Book No. 125; also a copy of our Stock List No. 725.

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SILENT CHAIN DRIVES

HINCKLEY DRIVE

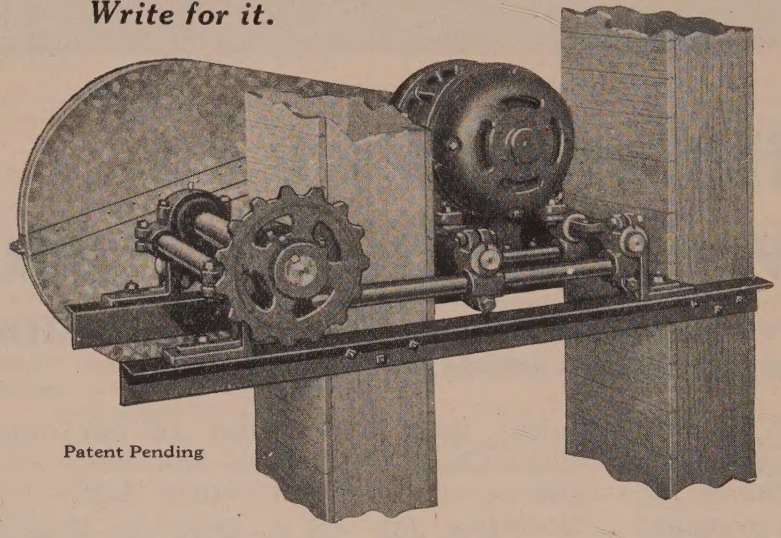
MODEL 28
HYATT EQUIPPED

Eliminates:

Worm Gear Heat and Friction
Fire Hazard from Belts
Extras in Lumber, Labor, Etc.
Unequal Weight on Elevator Leg

The only Universal Drive on the market. Immediately adjustable to any motor or leg, either at Head or Boot. A guaranteed speed to your buckets.

Your copy of the 1928 edition, "Motorize Correctly," is ready for you. Gives the very latest in Antifriction Equipment Hyattized for your economy. Write for it.



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Designers — Manufacturers — Distributors
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Cover's Dust Protector

Rubber Protector, $2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
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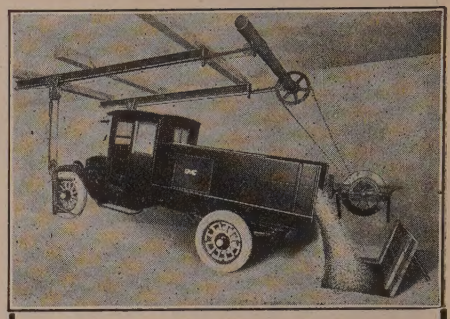

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GIVES SATISFACTION

If you would give your Trade satisfaction
And put Temptation in their way,
You must be satisfied yourself,
That's what makes the Business pay.

Now take for instance,
That dump of yours—does it work just right,
Can you lift the BIGGEST loads?
And stow them out of sight?

And can you dump that little wagon,
When it comes to town?
These things are thoughts, IMPORTANT, friend,
It would be well to weigh.
So cast your line and spread your net
And then await the day.

Buy a McMillin TRUCK and WAGON DUMP, the dump that satisfies—and makes the business PAY.

For Particulars

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Stay At

The
NEW NICOLLET
HOTEL

Opposite Tourist Bureau on Washington Avenue
The Northwest's Finest Hotel.
600 rooms with bath or connecting.
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Rates:

59 Rooms at $2.00	257 Rooms at $3.50
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3 Blocks from both Depots, Retail Center and Wholesale Center.

Under Management
W. B. Clark

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It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *R. W Watt, Jacobsburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.
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Are now using
TYDEN
CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
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Write for samples and prices

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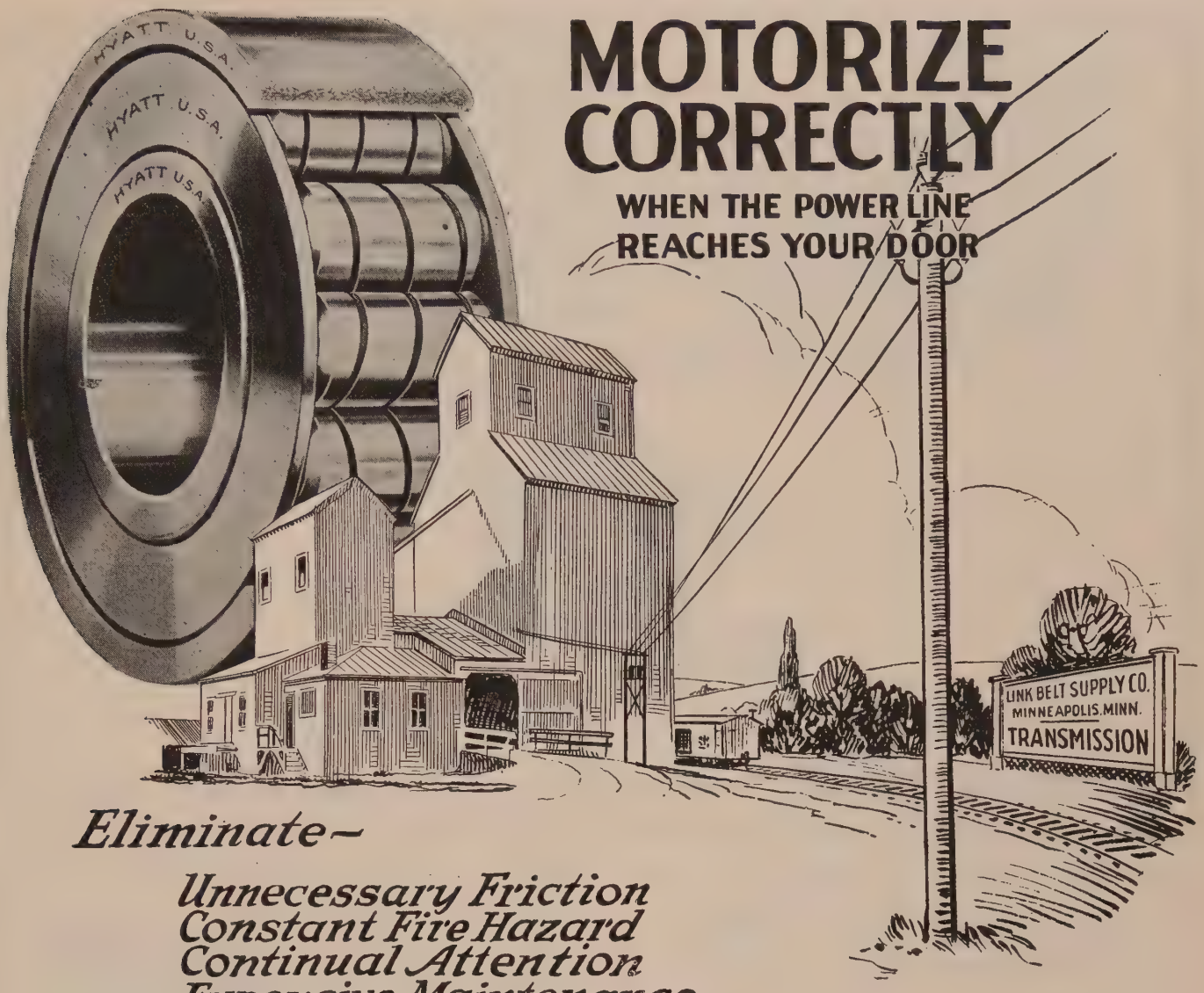

MOTORIZE CORRECTLY

WHEN THE POWER LINE REACHES YOUR DOOR

Eliminate—

Unnecessary Friction
Constant Fire Hazard
Continual Attention
Expensive Maintenance

THE Link Belt Supply Co., Minneapolis, Minnesota, like other leading builders of Grain elevator equipment, is using Hyatt Roller Bearings to guard effectively against these costly nuisances.

In the Hinckley Drive, for example, cool running Hyatts not only minimize friction and the fire hazard, but save power and cut maintenance to three or four lubrications a year.

Hyatt Roller Bearings are also giving smooth, steady service in elevator leg drives, boot and back leg idler pulleys, reduction gears, pillow blocks, takeups, bend and snub pulleys. Mechanical parts last longer and function easier with the help of Hyatts.

Once Hyattized, the gaps in your production—and profits—caused by plain bearing friction, will be eliminated. Consult Link Belt Supply Company in their territory or our nearest office.

HYATT ROLLER BEARING COMPANY

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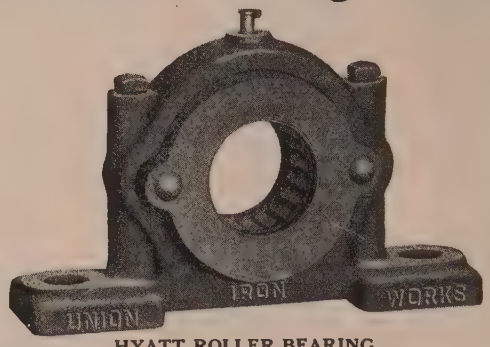
HYATT

ROLLER BEARINGS

PRODUCT OF GENERAL MOTORS

IMPORTANT *ANNOUNCING* IMPORTANT

HYATT ROLLER BEARING
WESTERN
SHELLERS AND CLEANERS
AND
LINE SHAFT EQUIPMENT

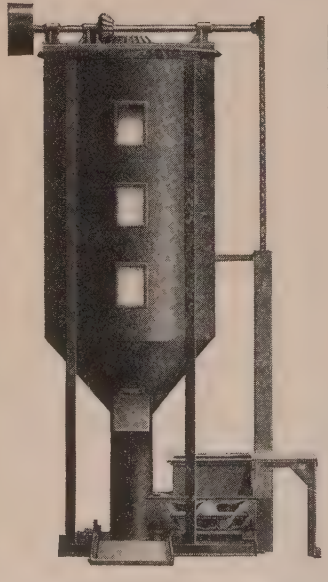


HYATT ROLLER BEARING
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.

HAINES
COMBINATION
MIXER



For the accurate and rapid mixing of dry feeds for stock and poultry.

All steel construction—requires minimum floor space and power — shipped ready to operate.

Convenient — Durable — Efficient.

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THE GRAIN MACHINERY CO.
Marion, Ohio

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

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Agricultural Gypsum
Attrition Mill
Bag Closing Machine
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Transmission Rope
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Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

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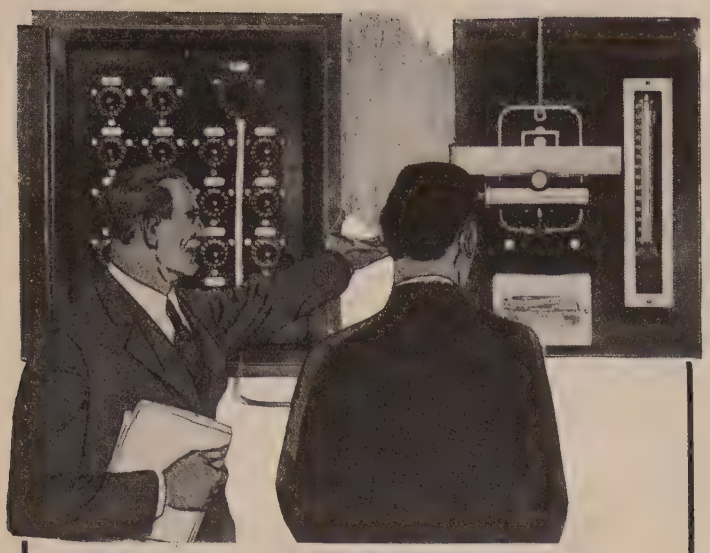
Grain Dealers Journal, 309 So. La Salle St., Chicago



"That ZELENY System Saved Ten Times Its Cost the First Year."

It is a simple device for testing the condition of grain stored in bins or tanks by giving at all times the accurate temperature of the grain, not merely at the bottom and top of the grain, but at intervals of 5 feet up thru the grain.

Before we installed the ZELENY Thermometer System our only means of determining the condition of the grain in any bin was to turn it—now we save that unnecessary expense. The first year we installed the ZELENY System a conservative estimate of the saving we made was ten times the original cost.

Zeleny Thermometer Company
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DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

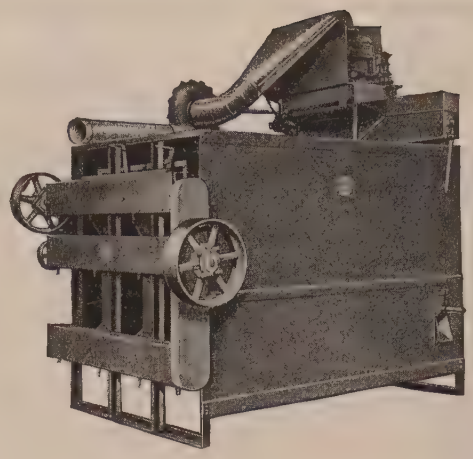
There's a Reason

The Day Company
Dust Collecting Engineers
1023-5 Lyndale Ave., N. Minneapolis, Minn.

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.



The Heart of Your Plant Is Your Grain Cleaning System

LARGELY on your grain cleaner the capacity and efficiency of all your operations depend.

It—more than any other machine—is the very heart of your plant.

THE TWIN CITY EMERSON

Cylinder Grain Separator

is so flexible that it is meeting the most exacting demands of the grain trade, operating under many varied conditions.

Separations of grain mixtures; grading of oats, wheat, barley or rye, which heretofore was thought impossible to make, can now be accomplished to the utmost satisfaction of the Commercial Grain Man, Seeds Man, Cereal Manufacturer and Miller.

All of this work is done in the same operation as the product is being aspirated, scalped and thoroughly cleaned, as a receiving separator would do it.

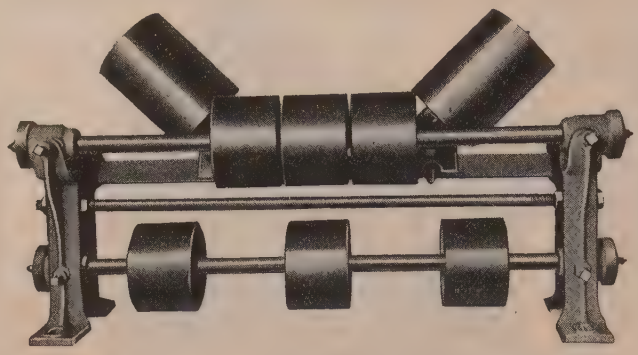
In three years over 700 Emersons have been installed. This new grain cleaning system can do your job better than any combination of other cleaning systems available.

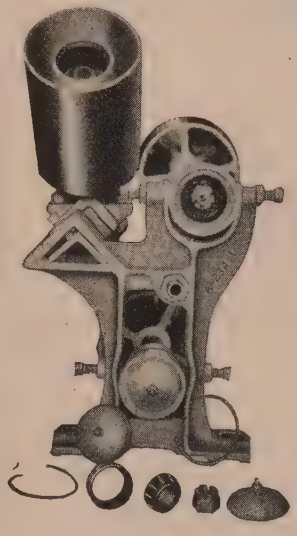
Let us tell you how.
No obligation.

Twin City Separator Company

1712 Madison St., N. E. Minneapolis, Minn.

Logan Ave. West & Quelch St. Winnipeg, Man., Canada





CONVEYING EQUIPMENT
Equipped with
TIMKEN ROLLER BEARINGS

IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

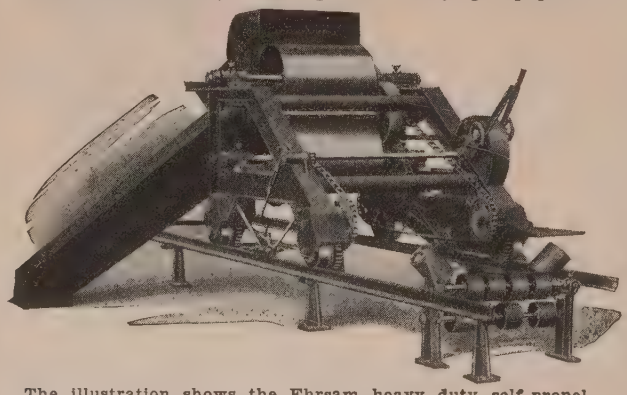
"EHRSAM"

Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

J. B. Ehrsam & Sons Mfg. Co.
ENTERPRISE, KANSAS

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propeling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.

MOHAWK

RUBBER BELTING

For many years the **Standard Belting** for elevators. Specify this belting when contracting to build or remodel. Demand it when ordering direct.

Hewitt-Gutta Percha Rubber Corporation
A Consolidation of the
Hewitt Rubber Company
and
The Gutta Percha & Rubber Mfg. Co.
Executive Offices and Factory at Buffalo, N. Y.

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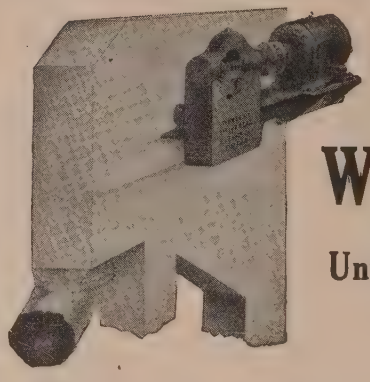

WINTER'S

Universal Elevator Drive

Operates direct on head shaft.

Self-Oiled, Self Aligned and requires no attention.

Equipped with Timkin anti-friction roller bearings.

Guide Rock, Neb., December 2, 1927.

Clow-Winter Mfg. Co.,
Minneapolis, Minn.

I have been using one of your Winter's Universal Drives for some time and it sure is giving good service. It is far better than any chain or belt Drive.

I have not had one bit of trouble with it; my leg carreis eighteen hundred bushels per hour using a five-horsepower motor—L. W. ELY.

No Chains to Break—No Belts to Slip

CLOW-WINTER MFG. CO.
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"Eureka - Invincible" Grain & Seed Cleaners *and* Feed Manufacturing Equipment

S. HOWES CO., Inc.

EUREKA

INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.

CLEANEST CLEANING INVINCIBLE CLEANERS

"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

When You Ship Grain, Do YOU Bear the Losses for Leakage, Theft or Errors at Destination?

Many, many times a shipment is reported short for one of the above reasons, and the shipper must stand the loss.

But, with a Richardson Automatic Grain Shipping Scale you are protected against such losses, *because you then know YOUR weights are accurate and right!*

Install a Richardson now and enjoy the protection against shortages.

RICHARDSON SCALE COMPANY

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Wichita Minneapolis Omaha Chicago
Boston New York Gulfport
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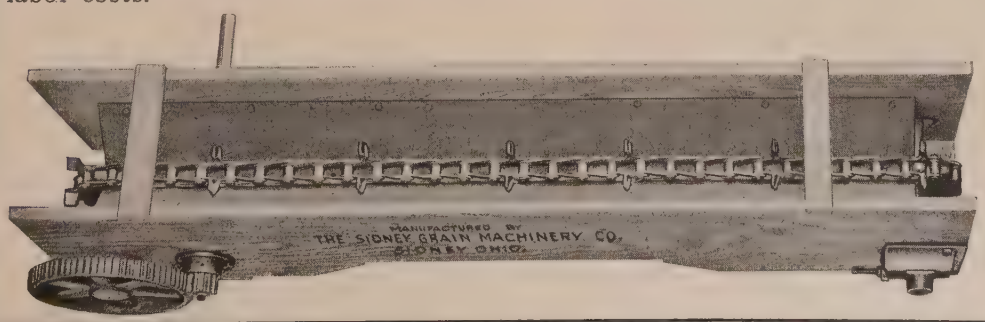
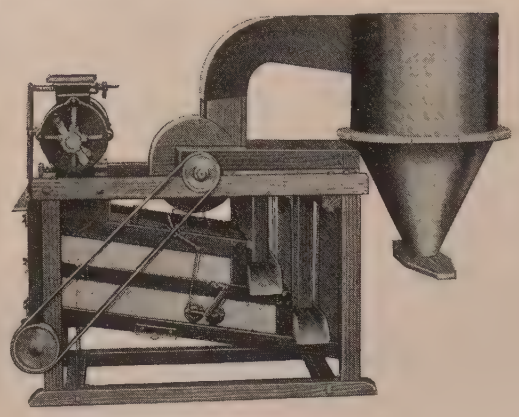
for use on any hammer mill on all kinds of grain. Will increase capacity of your grinder and reduce labor costs.



Any length furnished; special reducing gears; take up bearings; metal trough.

High in Quality—Low in Price.

SIDNEY GRAIN MACHINERY COMPANY
Sidney, Ohio



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CONCENTRATED DISC MILL

A grinding machine, a cutting machine, a grader and an aspirator combined in one.

An indispensable unit for every elevator, mill and feed house.

Compact — efficient — inexpensive.

Write for Bulletin G-10.

THE GRAIN MACHINERY CO.
MARION, OHIO

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Leaky Cars
You Know What They Cost

Kennedy Car Liners
SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

NO WASTE — EFFECTIVE
INEXPENSIVE — EASILY INSTALLED

We Have Car Liners to Take Care of All Cases of Bad Order Cars

Inquiries for Details Invited

The Kennedy Car Liner & Bag Co.
Shelbyville—Indiana
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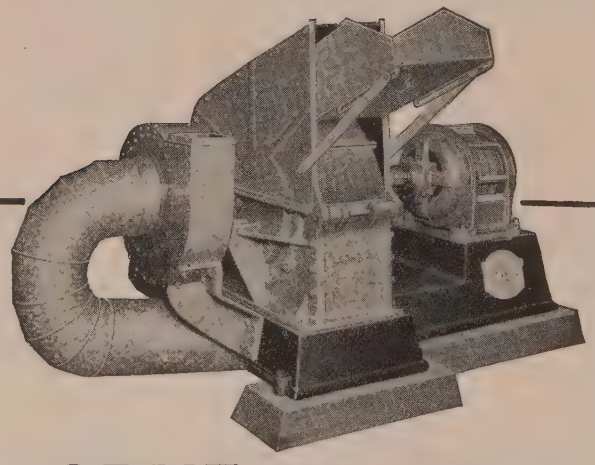
The Atlas Car Mover
The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action **Fully Guaranteed**

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY
Appleton, Wisconsin



GRUENDLER—
America's Leading Hammer Mill

The **GRUENDLER** of today is the greatest **GRUENDLER** ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation. Adjustable for coarse or fine grinding.

All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

Write for Bulletin on latest ***GRUENDLER*** *Feed Mills*

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1103 Landreth Building **St. Louis, Mo.**

H. Louis Silver, 915 E. 54th St., Indianapolis, Ind., District Representative Indiana, Illinois, Michigan.
Sherman J. Boss, 2215 Quatmann St., Norwood, Ohio
Port Huron Machinery Co., Des Moines, Iowa

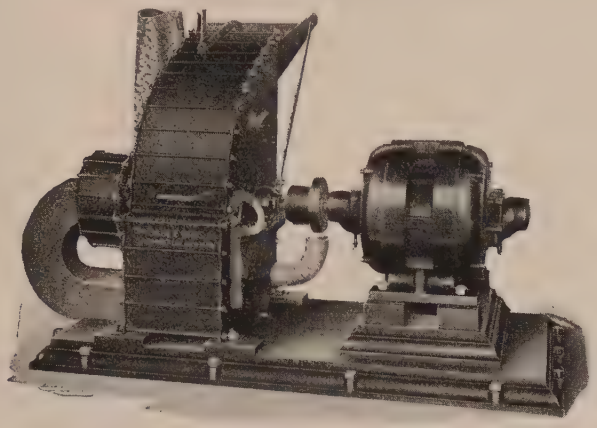
U MAY

find a grain elevator to your liking in the "Elevators for Sale" columns of the Grain Dealers Journal, Chicago, Ill.; but, if you do not, you can surely find what you want by telling our readers your wishes thru our "Elevators Wanted" columns and thereby learn of some rare bargains which are not now advertised.

Established 1878 **Bauer** Established 1878

HAMMER MILL

BELT DRIVE MOTOR DRIVE
BALL BEARING ALEMITE LUBRICATION



All Steel Construction. Renewable Linings. For the elevator operator who wants durability and economical performance. One-piece steel Fan encased in steel. A Hammer Mill with trouble eliminated. Built with accuracy and precision characteristic of "Bauer" Attrition Mills.

Write for Catalogue

THE BAUER BROS. CO.
SPRINGFIELD OHIO

DIAMOND HULLER CO.
WINONA, MINN. Dept. C

TRADE DIAMOND MARK

Minneapolis
Omaha
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Cedar Rapids
Great Falls

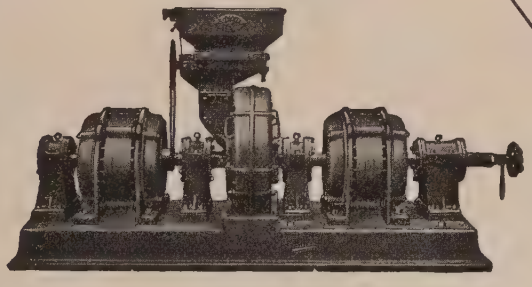
Ask for our large, illustrated Catalog and complete descriptions of Diamond Mills

"Many, Many Years Ago"

— So begin the favorite tales of folklore — and so might Mr. FRED FILLNER of Ettrick, Wisconsin begin his story of feed and flour milling. As a pioneer he used the old stone water-power mills. As demand grew he installed his first DIAMOND MILL nearly 30 years ago, and which he still operates. About 5 years ago he made a second installation. For satisfactory Service, Minimum Repair Expense and Profitable Business, why don't you select the

Diamond Ball Bearing ATTRITION MILL

MILL OF FRED FILLNER OF ETTRICK, WISCONSIN



Ball Bearing Attrition Mills
MOTOR OR BELT DRIVEN

So far no grinder has been put on the market which uses so little power for grinding as a good ball bearing attrition mill.

The "Munson" equipped with the celebrated Undercut Rib grinding plate has assisted many millers to larger profits.

If you are interested in larger profits from your grinding the coupon is for your convenience.

FOR LARGER PROFITS

Munson Mill Machinery Co., Inc.

Established 1825 **Utica, N. Y.**

Representatives: Strong-Scott Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland, Mich.; Duplex Mill & Mfg. Co., Springfield, O.

MUNSON MILL MACHINERY CO.,
210 Seeward Ave., Utica, N. Y.
Gentlemen: Without obligating us, send literature showing how Munsons make larger profits.
Name .....
Address .....
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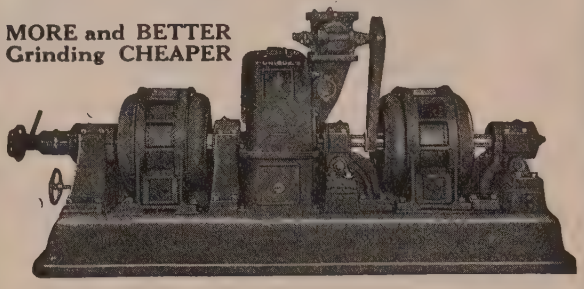
For Greatest Profit In Feed Grinding, Employ The

UNIQUE

BALL BEARING ATTRITION MILL

MORE and BETTER Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

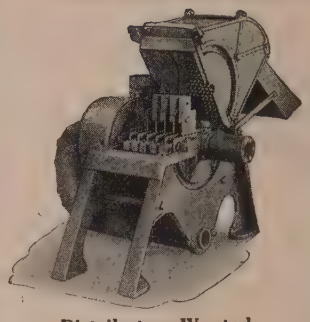
The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

ROBINSON MFG. CO.

42 Robinson Bldg. **MUNCY, PA.**

CHICAGO OFFICE—222 W. ADAMS STREET



Distributors Wanted

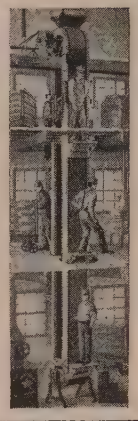
AJACS Feed Grinders

are unexcelled for grain elevator or feed mill use. Remarkable capacities are being secured by users. Write for full details.

Manufactured by

A. E. Jacobson Machine Works, Inc.

1084 Tenth Ave. S. E. Minneapolis, Minn.

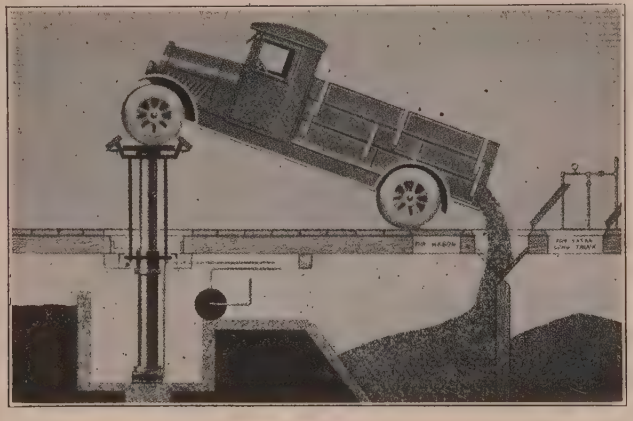


Saves Your Men—
Saves Time—
Increases
Profits

Humphrey Employees' Elevator

Write—
HUMPHREY ELEVATOR CO.

900 Division St., Faribault, Minn.



Van Ness Hydraulic Truck and Wagon Lift

This Dump is automatically self-lubricating.

No valves, leather gaskets or delicate parts in Hydraulic Cylinder.

Can be installed at extremely low cost.

Write us for prices

Manufactured and Sold by the

R. M. Van Ness Construction Co.

Omaha, Nebraska

Receiving and Shipping Set of Grain Books

Grain Scale Book Size of page, 10½x15¾ inches. This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L. F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. **Order Form 23. Price, $4.75. Weight, 6 lbs.**

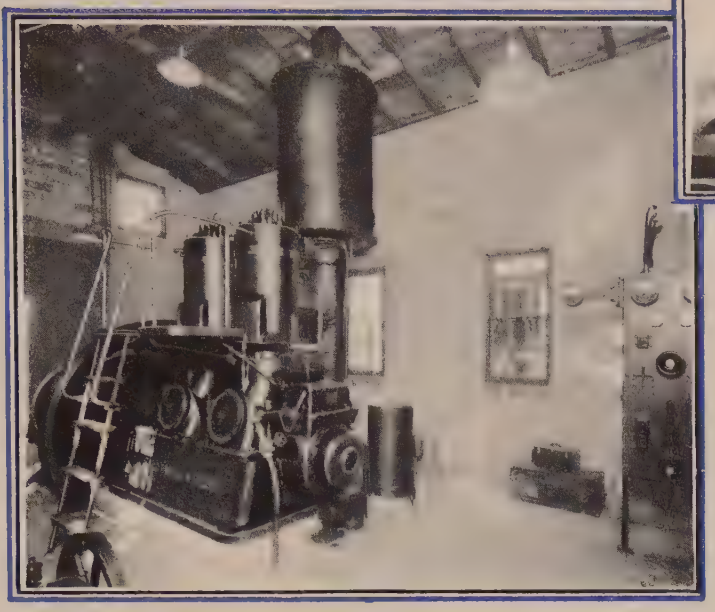
Grain Shipping Ledger. Size of page, 10½x15¾ inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. **Order Form 24. Price $4.25. Weight, 5 lbs.**

Grain Dealers Journal

309 So. La Salle St. **Chicago, Ill.**



This 120-hp. F-M Diesel-Electric Unit has effectively reduced power cost for the North East Feed Mill Co., Minneapolis. Mill handles about 17,000 tons of mixed and ground feed per year of which approximately 8,000 tons represents grinding load. Due to profitable Diesel operation, owners now plan to run on full 24-hour basis.

A $3,300 yearly saving *followed this Diesel installation*

All that the Diesel asks is a fair chance to demonstrate in dollars and cents savings its unequaled economy as a power unit.

Here, for example, is what happened in the feed mill and elevator of the North East Feed Mill Co., Minneapolis. A 120-hp. F-M Diesel Engine, direct-connected to F-M alternator, was installed to furnish power for motor-driven roll mills, hammer mills, elevator leg conveyors, cleaners, etc.—the entire plant equipment which previously had been run on purchased power. With this Diesel-electric unit, operating cost records showed a saving of approximately $3,300 per year over previous expenditure for power.

In a few years this Diesel installation will have completely paid for itself. In the meantime, the cost of grinding, per ton of feed, is so remarkably low that this mill has decided to specialize in pulverized feeds which sell at a premium —a type of grinding which could be handled only at a loss prior to the Diesel installation because of the cost of the additional power required for fine grinding.

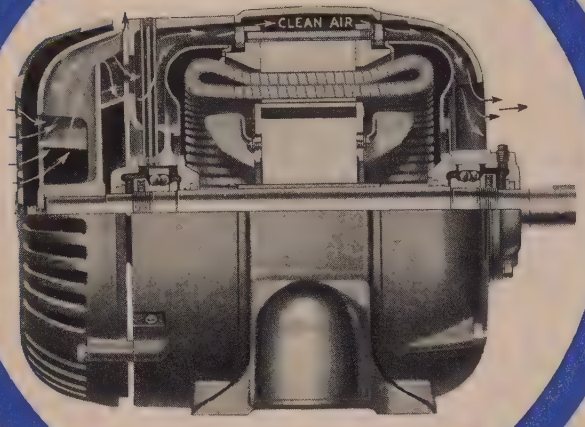
Hundreds of similar instances of amazing savings have brought the F-M Diesel into the forefront as the most economical type of power for feed and flour mill requirements. With no valves to grind and set, no high pressure auxiliary equipment, and with fewer parts, this simple, businesslike Diesel requires a minimum of operating attention, and saves on labor expense as well as power cost. Why not investigate today the opportunity for increased profits which the F-M Diesel offers you? Write for instructive bulletin, "The Economy of F-M Diesel Power."

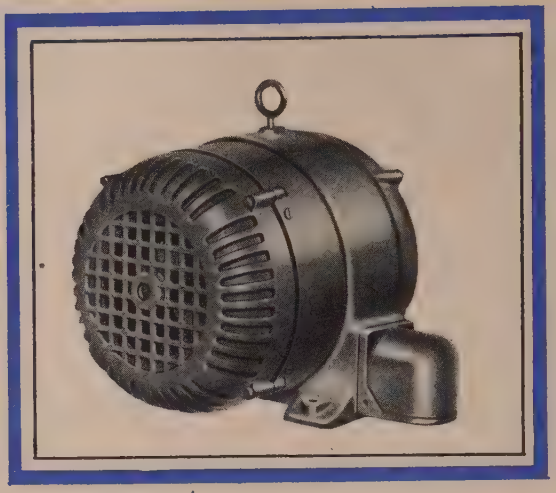
FAIRBANKS-MORSE

DIESEL ENGINES PUMPS MOTORS · SCALES

A fully enclosed motor

The first *self-cleaning* motor ever built





Approved by the Mutual Fire Prevention Bureau for the minimum insurance rate

Special Features

1. The only self-cleaning motor ever built. A patented fan and air cleaner throws out all foreign particles.
2. 50 degree continuous rated. Large capacity fan blows air around winding shields and stator core, effectively cooling motor.
3. Built in same frame diameter as standard open frame motor.
4. Designed for operating in dustiest locations without requiring blowing out.
5. No air piping of any kind required.
6. Minimizes fire hazard.
7. Costs much less than the ordinary enclosed type of motor.
8. Has the principal advantages of both an *enclosed* motor and a *standard* motor.

A still higher development of the totally enclosed, ventilated motor is represented in the F-M Ball Bearing Motor shown above. It is not only self-ventilating but *self-cleaning*. Air passage around the motor is kept open and clean. The patented fan prevents foreign particles from entering the ventilating space.

The unique design of this motor is well illustrated in the sectional view above. Note that stator windings and rotor core are totally enclosed in spun metal shields. Cooling air is forced through inlet openings by specially designed fan which also functions as an air cleaner.

Electrical elements of this motor are the same as in the standard F-M Induction Motor so widely favored by experienced motor users. Write for descriptive bulletin giving full particulars on this advanced motor.

FAIRBANKS, MORSE & CO., *Chicago*
28 branches throughout the United States at your service

FAIRBANKS-MORSE

Pioneer Manufacturers of

ball bearing motors

AEOA22.9

GRAIN ELEVATOR BUILDERS

RELIANCE
Construction Co.
Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

"If Better Elevators are Built They will STILL be Youngloves"

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg., Sioux City, Iowa
Box 1172 Fargo, N. Dak.

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

BIRCHARD Construction Co.

Architects and Contractors
Grain Elevators—Mills
B. SAMPSON Lincoln, Nebr.

L. J. McMILLIN

Engineer and Contractor of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

DESIGNERS

of Grain Elevators, Flour Mills
Feed Mills, Warehouses and Industrial Buildings
HORNER and WYATT
Board of Trade Bldg. Kansas City, Mo.
It Pays to Plan Before You Build

A. F. ROBERTS

ERECTS Elevators, Corn Mills, Warehouses
FURNISHES Plans, Estimates, Machinery
SABETHA, KANSAS

CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER CONSTRUCTION CO.
North Platte, Nebr.
Plans and Specifications Furnished

The Grain Dealers Journal is really the only publication of the kind that anybody gives a damn about. It's fearless—it's truthful and it's a booster for the grain trade.—H. A. Wernli, H. A. Wernli & Co., Minneapolis, Minn.

Folwell-Sinks Form Lifting

Jacks and Steel Yokes

for Grain Elevator, Silo and Coal Pit Construction

Write for literature and prices

Patented Manufactured and Sold by

NELSON MACHINE CO.
WAUKEGAN, ILL.

TENDERS

Sealed Tenders marked "Tenders for Elevator Construction" will be received by the undersigned up to and including March 7th, 1928, at 9 a. m., for the construction of Thirty (30) Country Grain Elevators in the Province of Saskatchewan, to be completed not later than July 31st, 1928.

In submitting Tenders, Contractors should specify the number of Elevators which they can build.

Copies of Plans and Specifications can be secured on application to the undersigned.

SASKATCHEWAN POOL ELEVATORS LIMITED
Wheat Pool Building,
Regina, Sask.,
February 7th, 1928.

The Star Engineering Company

Specialists In
Grain Elevator Construction

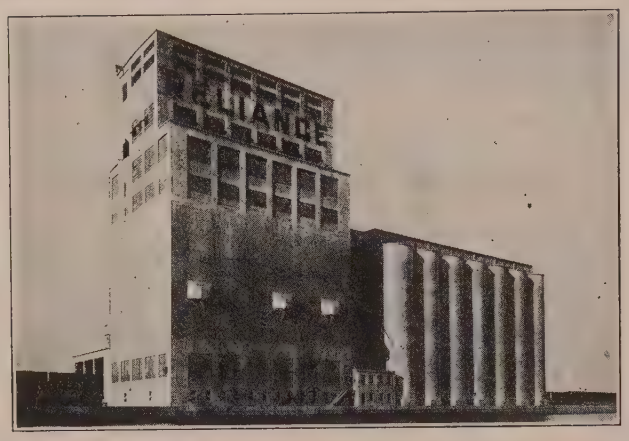
Our elevators stand every test
Appearance, Strength, Durability and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

STAR WHITE COMPANY WICHITA KANSAS
Ideals Courtesy Price Quality Service
MILL SUPPLIES

OUR IMPROVED ELEVATOR EQUIPMENT
gives most satisfaction to the user, easiest installed and best for the contractor. Write for information and quotations.



One of

Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

THE BARNETT-McQUEEN CONSTN. CO., LIMITED

Designers and Builders of Grain Elevators

Fort William, Ont. Duluth Minneapolis, Minn.

FOLWELL-AHLSKOG COMPANY

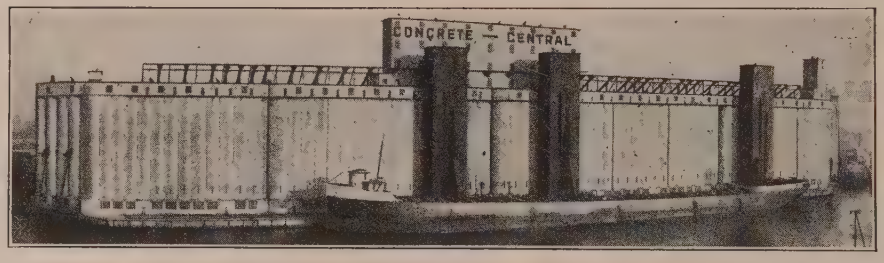
Engineers and Constructors

323 North Michigan Avenue

CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator
Designed and Built for
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by
The Eastern Grain, Mill and Elevator Corporation



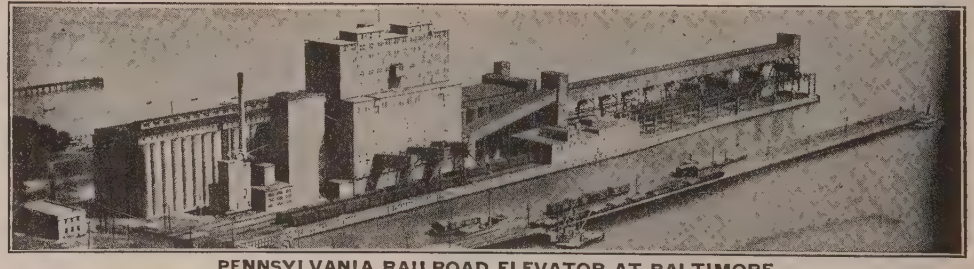
Concrete-Central Elevator, Buffalo, N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company

Buffalo, N. Y.

Capacity 5,000,000 Bushels



Equipped with Four Stewart Link-Belt Grain Car Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

W. R. SINKS, PRESIDENT

FISHER BUILDING—343 S. DEARBORN ST.
CHICAGO, ILLINOIS

THOMAS D. BUDD, VICE PRESIDENT

The Baltimore & Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

The Most Rapid Grain Handling Plant in the World

Constructed by

THE **M. A. LONG** CO.

Engineers and Constructors

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The Long Bldg. - Baltimore, Md.
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McKENZIE CONSTRUCTION COMPANY

Engineers *Contractors*

GRAIN ELEVATORS COAL POCKETS

Metropolitan Life Bldg. Minneapolis, Minn.

GRAIN and COAL ELEVATORS

T. E. IBBERSON CO.

CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

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Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators and Industrial Plants

SPRINGFIELD, MO.

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Stevens Engineering & Construction Co., Incorporated

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Weller Metal Pdts. Co.

Chicago Office Factory
505 Webster Bldg. Hammond, Ind.

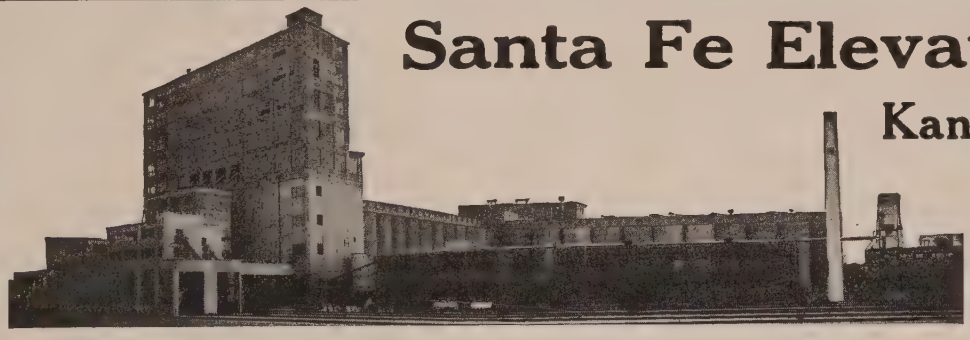
SHEET METAL WORK

Grain Elevators a Specialty

E. H. CRAMER

Hampton, Nebraska

Designer and Builder of Grain Elevators



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 434 St. Francois Xavier St., Montreal 837 W. Hastings St., Vancouver, B. C.
33 Henrietta Street, Strand, London, England

Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building Kansas City, Mo.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

ILLINOIS—60,000 bu. concrete elevator for sale, electrically equipped. Address Farmers Elevator Co., Mansfield, Ill.

KANSAS—Elevator of large storage capacity for sale in wheat and corn belt west of Hutchinson on R. I. Ry. Address 60D5, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—20,000 bu. cribbed elevator in excellent condition, doing good business. $8,000 if taken quickly, good terms. Address 59W22, Grain Dealers Journal, Chicago, Ill.

NORTHERN ILLINOIS—Grain elevator, coal and lumber business for sale; small village in rich farming territory. Big earnings 1927. Buildings good, stock stable, credits safe. Retiring. Half price. Holcomb-Dutton Lumber Co., Sycamore, Ill.

KANSAS—10,000 bu. grain elevator for sale; small flour mill in connection; will sell with or without flour machinery; electric power; located in county seat in S. E. Kansas. No competitor; three railroads. Write 60D13, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

IOWA—40,000 bu. elevator on main line of Rock Island R. R. between Des Moines and Omaha. Good town, good territory, good crops, best coal business in town. Sickness forces this sale. Boys, it's worth the change. Address 60A4, Grain Dealers Journal, Chicago, Ill.

KANSAS—Manning (Missouri Pacific Railroad). Elevator, lumber yard, hardware store and filling station business. Buildings cost $7,080.18. For sale at $3,200. Terms if required. Stocks of merchandise for sale separately. Inventory $2,626. To buyer of buildings and leasehold will sell merchandise for $1,300, making the net cost of elevator $1,700. P. O. Box 265, Salina, Kansas.

EASTERN KANSAS—20,000-bu. cribbed elevator, 60 miles from Kansas City, in good town of 1,500. Electric power; hopper scales; sheller; cleaner; grinder; manlift; office and scales detached. Coal business included. All in good condition. Excellent corn crop and large wheat acreage. Liberal terms. Selling on account of age. Address 60C7, Grain Dealers Journal, Chicago, Ill.

INDIANA—Well equipped grain elevator for sale, hammer and roll grinders, equipment for 40 bbl. flour mill, steam power; in good condition; metal sided and roofed, three storied frame building 50x65, coal yard, siding to building and coal yard; good wheat and buckwheat territory. Owner retiring on account of age and will sell at a bargain. Also 45 K.W.D.C. Generator for sale. Write for further particulars as to terms, etc. HOLTON MILLING CO., Holton, Ind.

MISSOURI—Two grain elevators for sale, good locations close to Kansas City on main line railway. One 80,000 bu. capacity cribbed elevator in county seat, ten miles distant from other 50,000 bu. capacity concrete elevator. Both on same railway and connected with concrete slab No. 50. Both doing good business in corn, oats, wheat, feed, seeds, flour, fence, etc. Good farming and excellent dairy country. Address Mrs. Jesse J. Culp, Warrensburg, Mo.

ELEVATORS FOR SALE.

KANSAS—Pendennis (Missouri Pacific R. R.). Elevator cost $3,952.21. For sale at $1,450. Good bargain. P. O. Box 265, Salina, Kansas.

KANSAS—75,000-bu. elevator, warehouse and feed mill; large established trade; located in one of the best cities in Kansas. Terms—trade. 60C15, Grain Dealers Journal, Chicago, Ill.

CENTRAL INDIANA—360,000 bushel capacity concrete elevator with usual appurtenances and shipping facilities. Write U. S. Lesh, Receiver, 710 Continental Bank Bldg., Indianapolis, Ind.

NEBRASKA—85,000 bu. terminal elevator in Eastern Nebraska; concrete cylindrical tank construction; electrically equipped; modern throughout. No incumbrances—terms. Address 60D12, Grain Dealers Journal, Chicago, Ill.

EAST MICHIGAN—Well equipped elevator for sale; coal, feeds and other good side lines; grist mill attached. A splendid opportunity for a dealer with moderate capital. For full information address 59W16, Grain Dealers Journal, Chicago, Ill.

NORTH CENTRAL NEBRASKA—Modern 25,000 bu. cribbed elevator for sale in excellent grain territory. Electrically equipped and so arranged that it can be easily operated by one man. Priced right. Address The Cornbelt Lumber Co., Lincoln, Nebr.

KANSAS—Grigston (Santa Fe Railroad). Elevator, hardware store and lumber yard. Buildings cost $4,859.82 and are for sale at $2,400. Terms if necessary. Stock of lumber for sale at inventory figures, $1,400. To buyer of buildings and leasehold we will sell merchandise for $700. P. O. Box 265, Salina, Kansas.

CENTRAL IOWA—25,000 bu. capacity grain elevator in first-class condition, with all modern equipment, handling 250,000 to 325,000 bu. annually; also handling coal and feed. In an exceptional trade territory and a real buy. Ill health only reason for selling. Address 60B4, Grain Dealers Journal, Chicago, Ill.

MISSOURI—Having decided to retire from the grain and stock business, I wish to sell my elevators at Concordia and Aullville; established 50 years and money makers. Located in the best agricultural, dairy and poultry community in state. Come and look the places over, for you must see to appreciate them. Geo. A. Klingenberg, Concordia, Mo.

MICHIGAN—15,000 bu. grain elevator, attrition feed mill, bean business, lumber yard, coal yard, good feed and flour exchange business, wire fence and posts, all kinds of building material. Electric power, cheap rate of 1½ to 3c per KWH, 12 motors in elevator, one motor in coal unloading machine. Situated in the heart of Michigan's good farming country on pavement M. 16, 20 miles east of Lansing. Want to retire after 35 years at the business. Write Charles Cool, Webberville, Mich.

ILLINOIS—Two elevators for sale at good adjoining stations 6 miles apart on C. B. & Q.

25,000 bu. cribbed iron clad; electric power; loading scale; cement and feed warehouse; 5 coal bins; good competition.

16,000 bu. cribbed; metal roof; new electric power; remodeled in 1927; in good condition; on private property; no competition.

Either station a good proposition but handled together will bring exceptional returns. Must sell account of health. Price and terms reasonable. R. P. Miner & Co., Alexis, Ill.

ELEVATORS FOR SALE

CENTRAL ILLINOIS—15,000 bu. well built elevator, splendid condition and location. Good coal business. Price $5500. Address 60B14, Grain Dealers Journal, Chicago, Ill.

NEBRASKA—Have a 50,000 bu. cribbed elevator doing a good cash feed business of $4500 to $6000 a month and about 80-125 cars of grain a year. Price is $10,000.00. Address 60A12, Grain Dealers Journal, Chicago, Ill.

MINNESOTA—20,000 bu. cribbed elevator, feed mill, feed, coal, and lumber business; small stock; selling on account of sickness; German community; good chance for live man; reasonable price. Address 60D9, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE OR RENT

EAST CENTRAL ILLINOIS—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

ELEVATOR SITE FOR SALE.

INDIANA site with concrete foundation and driveway for elevator at Nickel Siding on the Nickel Plate R. R. for sale at a bargain. My house which was burned handled last year 82,000 bus. of grain, 10 cars of coal, 6 cars millfeed, 5 cars fertilizer, 25 cars hay and straw and some seeds, besides collecting over $1,000 for grinding feed. Usually this station will ship 100,000 bus. of grain; no elevator here now. Nearly new 5 rooms and bath stucco residence with concrete basement, furnace heat and electric lights, large front and back porch enclosed; an acre and an eighth of ground, berry patch, peach trees, grape vines, chicken house 14x20, one car garage, warehouse 40x60 with concrete floor. Terms reasonable. Address E. K. Sowash, Crown Point, Ind.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

ELEVATORS WANTED

WANTED—Elevator at good station near Chicago. Address 59V3, Grain Dealers Journal, Chicago, Ill.

WANT TO BUY OR LEASE an elevator at good station in N. Indiana. Prefer one with good side lines in fair sized town. Will pay cash. 60B8, Grain Dealers Journal, Chicago, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

MILLS FOR SALE.

OHIO—Flour and meal mill for sale; one of the best equipped and busiest small mills in state; 20 minutes to capital city. No competition; best of reasons for selling; price will surprise you. Address Fred Studeman, 92 Frederick St., Columbus, Ohio.

NEW YORK—Empire Mills at Olean, N. Y.; 65,000 bus. bulk grain storage; 21,800 sq. ft. warehouse room; all machinery for feed; no flour milled. On main line Erie R. R., private switch with track scale, best of service. Big chance to buy this plant very cheap, on easy terms. Address Empire Mills, Olean, N. Y.

A BARGAIN TO RIGHT MAN.

A 125-bbl. flour and feed mill in good Kansas town on side track; 12,000 bus. storage; cheap electric power; local trade well established, more wheat than mill can handle. Have decided to quit milling and will sell outright or trade for an elevator or clear land. Price of mill clear of debt is $15,000 cash, one-third of cost; can give part on time. Address 60D24, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

MINNESOTA—Grain, coal and implement business for sale in good live town. Address 60C17, Grain Dealers Journal, Chicago, Ill.

NEW MEXICO—Small grain, feed, coal and hide business, and buildings; northern part of state. C. R. Adamson, Raton, New Mexico.

CALIFORNIA—Grain and feed business now in operation for sale or lease by absent owners; warehouse with 600 ft. of private R. R. siding on Santa Fe and U. P. R. Rs., at San Bernardino, the gateway to Southern Cal. Address A. T. Ambler, Lamanda Park, Cal.

KENTUCKY—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

SITUATION WANTED.

POSITION WANTED as manager of farmers elevator, ten years' experience, familiar with the handling of grain, lumber and other side lines, prefer Ill. or Ind. Good ref. Address 60B3, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by executive manager and sales manager with 19 years' experience in the manufacturing and selling of animal and poultry mixed feeds. Gilt edge references. P. O. Box 595, Memphis, Tenn.

POSITION WANTED selling machinery, scales, feed, flour, bags, etc., to the grain, milling or feed trades by salesman with plenty of experience, A-1 references, plenty of pep, good health, good personality, age 43. Address R. J. C., 3344 Monroe, Knasas City, Mo.

POSITION WANTED as manager of elevator for line company. Have had fifteen years of experience in grain trade. Prefer a place that has side lines of coal, feed and feed grinding. Will be ready for position July 1st. Address 60A18, Grain Dealers Journal, Chicago, Ill.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at $2.60 per hundred or in lots of 500, $2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

PARTNER WANTED

WANT ACTIVE PARTNER—Two or three good Kansas stations. I have the elevators. Address 60D22, Grain Dealers Journal, Chicago, Ill.

WANTED—Working partner who is able to take charge of a country elevator in Central Indiana. Must have first-class references. Address 60D15, Grain Dealers Journal, Chicago.

HELP WANTED.

WANTED—Good man who is not afraid of work in country elevator, Central Indiana. Owner supervises. Address 60D16, Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

FOR SALE—Ten ton Howe hopper scale in good condition. Price $50. A. R. Upp Grain Co., Fowler, Kansas.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Four 1600-bu. Fairbanks-Morse hopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. J. Goldberg & Sons, Inc., 7500 Independence Ave., Kansas City, Mo.

SCALES WANTED.

WANT 10 to 15 ton used platform scale. Heywood Lumber Co., Quimby, Iowa.

WANTED—Two 10 to 15 ton platform scales. Address 60D14, Grain Dealers Journal, Chicago.

RICHARDSON AUTOMATIC SCALES bought and sold. Address 60C18, Grain Dealers Journal, Chicago, Ill.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

SEEDS FOR SALE

FOR SALE—New crop timothy seed, $4.00 per cwt. Purity 99.50, germination, 94. J. W. Richards, Ferris, Ill.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

ENGINES AND BOILERS FOR SALE

FOR SALE—40 hp. Lauson Kerosene Engine, guaranteed in A-1 condition, for only $250.00. Write E. R. Klinner, Stetsonville, Wis.

FOR SALE

Two 350 hp. Atlas Water Tube Boilers. Two 350 hp. Heinie Water Tube Boilers. Nine 150 hp. Erie Shell Return tubular boilers. Save money. Communicate with J. Goldberg & Sons, 7500 Independence Ave., Kansas City, Mo.

MOTORS FOR TRADE.

WANT TO EXCHANGE two 20 hp. Westinghouse Motors, almost new, 220 volt, 3 phase, 25 cycle, for 30 hp. motors of same electrical specifications as above. What have you? Address Dan S. Zehr Feed Mills, Mackinaw, Ill.

Bargain Sale in Soiled and Shelf Worn Books.

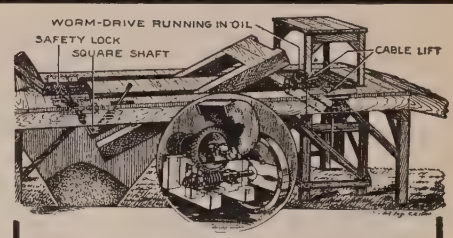
Triplicating Grain Ticket Book; used as salesman's sample; slightly damaged. Price $1.00 and postage. Weight 2½ lbs. Order "Bargain 19 G T."

Grain Receiving Ledger is designed for use by country grain buyers who keep individual accounts with their farmer patrons. Slightly damaged, was used as printer's sample. Price $2.00 and postage. Weight 2½ lbs. Order "Special 43."

One Clark's Decimal Wheat Values. A series of tables for instantly finding the cost of any number of pounds of wheat at any market value per bushel, of 60 lbs. Also reduces any weight to bushels of 60 lbs. Cover slightly damaged. Price $1.00 and postage. Order "Special 33X."

One Railroad Claim Book, containing 100 sets for loss of weight in transit. These claim blanks are printed on bond paper, bound in books, each containing 100 originals and 100 duplicates, with two-page index and four sheets of carbon. Soiled, used as salesmen's sample. $1.00 and postage. Weight 2½ lbs. Order "Special 411-A."

All prices are f. o. b. Chicago.
GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.



NEWELL CONSTR. & MACHINERY CO.
Cedar Rapids, Iowa
Originators of the Electric Truck Dump

KEEP POSTED

GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator Post Office.....

..... State.....

MACHINES FOR SALE.

SAVE POWER—REDUCE FIRE RISK

By installing Used or New Ball or Roller Bearing Hangers and Pillow Blocks at very low prices.
Transmission Machinery Co., Chicago, Ill.

DRIER FOR SALE.

Ellis Drier and Cooler, 250 bu. per hour capacity, with engine, boiler and fans for sale. Can be seen at Nye, Jenks elevator, Omaha. For further information address Edwin Ahlskog, 1600 Old Colony Bldg., Chicago.

WESTERN GYRATING Cleaner, No. 30; largest size; used only a short time; first class condition. Cost $750, will sell for $125 f.o.b. Ohio point. Act quick. Address 60B19, Grain Dealers Journal, Chicago, Ill.

NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; several double stands 9x24 and 9x30 roller mills; 1 Weller 12x24 in. steel elevator leg, approximately 130,-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.,
9 S. Clinton St., Chicago, Ill.

MOTOR DRIVE MILLS.

24" with two 20 hp. motors and starter	$700.00
24" Dreadnaught with 20 hp. motor	300.00
22" with two 15 hp. motors and starter	575.00
20" single disc with 20 hp. motor	300.00

BELT DRIVE MILLS

26" with ball bearing drive	300.00
24" complete with drive	250.00
20" with drive, belting, etc	250.00
18" without drive	160.00
18" Dreadnaught	75.00

Several hammer mills, both belt and motor driven. These mills have been replaced by Bauer Attrition and Hammer Mills and are guaranteed to be in good serviceable condition with new plates. Terms: net cash, f.o.b. Sidney, Ohio.

J. M. BELL CO., SIDNEY OHIO. BOX 163.

FOR SALE.

We offer all or any part of the following poultry feed and corn meal mill machinery for sale:

7—No. 81 Draver Wing Type Feeders, with percentage valves, complete with multiple feeder drive and rocker shaft and 26 feet of 9" steel conveyor complete with lining, hangers, box ends, etc.

1—9x24 3 pair high roller mill.

1—No. 3 Monitor Cracked Corn Separator and Corn Meal Bolter, complete with sieves.

2—33" Twin Dust Collectors.

2—26x8 ft. Nordyke & Marmon Reels.

400 ft. No. 25 Pop. elevator trunking for 7x5 buckets.

5—No. 25 Pop. elevator heads.

5—No. 25 Pop. elevator boots.

400 ft. 7" elevator belting with buckets.

Shafting—rigid and adjustable pillow blocks, steel conveyors, etc.

This machinery is all in first-class condition, used very little. If interested, address

RED FRONT FLOUR & FEED CO.,
EAU CLAIRE, WIS.

MACHINES FOR SALE.

FOR SALE—One new No. 3 Cutler Steam Drier with wood frame; will be sold very cheap. The Federal Foundry Supply Co., 2639 E. 79th Street, Cleveland, Ohio.

FOR SALE—1 Carter Disc Cleaner, 200 bus. cap.; good as new; 1 J-B No. 2 Hammer Mill, used 2 months; 1 9x24 Northway Roller Mill in good running condition. J. P. Mattson, Hoffman, Minn.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

MACHINERY FOR SALE OR TRADE.

FOR TRADE—I have a 15 hp. National Acme oil engine that I would like to trade for a 15 hp. single-phase, 60 cycle, 220 volts motor. This engine is in splendid condition, clutch attached to fly wheel, water tank, pipes and fittings, and blow torch.

J. ROBINSON, PERRYSVILLE, IND.

READERS DESIRING to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Buro, Grain Dealers Journal, Chicago, Ill.

SEEDS FOR SALE—WANTED

FOR SALE—Illinois grown red clover, alsike, and mammoth clover. J. W. Richards, Ferris, Ill.

FOR SALE — Hog, early fortune, Siberian, common and white wonder millet seed, also Sudan and cane seed. Straight or mixed cars. Write or wire for samples and prices. Reimer Smith Grain Co., Holyoke, Colo.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

MACHINES WANTED.

WANTED—Second-hand bag closing machine suitable for sewing bags up to 100 lbs. Must be in first-class condition.
Geis-Price Elevator Co., Enid, Okla.

WANTED—One receiving separator with a capacity of 500 bushels or more; and one automatic scale for weighing grain to car. Gregg Bros. (Kingscreek), Urbana, Ohio.

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill.
ALFALFA HAY for sale. Write for delivered prices.

GRAIN WANTED.

WE ARE IN THE MARKET for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

CORN COBS WANTED

COARSELY GROUND Corn Cobs in Car Lots wanted from stations having fair freight rate to Buffalo, New York City and Dallas, Texas. How many car loads can you supply per month and at what price per ton? Address 60C10, Grain Dealers Journal, Chicago, Ill.

STOP! READ! THINK! This advertiser writes: "Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

You Can Sell—Your Elevator

by advertising directly to people who want to buy, by using a

Grain Dealers Journal Want Ad.

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price $3.00. Weight, 4 lbs.

Grain Dealers Journal 309 So. La Salle St. Chicago, Ill.

SEEDS FOR SALE—WANTED

Tobin-Quinn Seed Co.
Kansas City, Mo.
THRESHERS & CLEANERS
HIGH GRADE MISSOURI BLUE GRASS

KELLOGG SEED COMPANY
MILWAUKEE. WISCONSIN
FIELD AND GRASS SEEDS

North American Seed Co.
MILWAUKEE, WIS.
CLOVERS—TIMOTHY
ALFALFA
Get our samples and prices before buying

STANDARD SEED COMPANY
DES MOINES, IOWA
Field and Grass Seeds

LOUISVILLE SEED COMPANY, Inc.
Louisville, Kentucky
Buyers and Sellers of All
Varieties of Field Seeds
Headquarters for Redtop Orchard
Grass and Kentucky Blue Grass

COURTEEN Seed Company
Weekly Price List on Request.
Milwaukee, Wis.

GRAIN TRADERS

Send for "Investment Buying", a 50-page book just off the press showing profits made in fifteen years of trading in grain (by years). Experience—not theory.

Tells:

Safe quantities to trade in according to capital; Common mistakes made in grain trading; Methods used by most successful traders; Seasonal trends; Calendar trading; Market factors; Effect of Group Buying, and other data.

Ainsworth's Financial Service
Box G Mason City, Ill.

This space is yours
If you are the first to apply for it.

POP CORN

Send Samples for quotations
HALES MILLING CO
BOX 789 MILWAUKEE, WIS

ED. F. MANGELSDORF & BRO.
Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

J. G. PEPPARD SEED COMPANY
Buyers SEEDS Sellers
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER KANSAS CITY, MO.

CORNELI Seed Company
Saint Louis, Missouri
FIELD—GRASS—GARDEN SEEDS
Weekly Price List on Request

SWEET CLOVER SEED
We are large handlers of this commodity and are always ready to quote on carloads or less.
Also Bromus Inermus, Slender Wheat Grass, Red Clover, Alsyke, and Timothy.
FARGO SEED HOUSE
FARGO NORTH DAKOTA

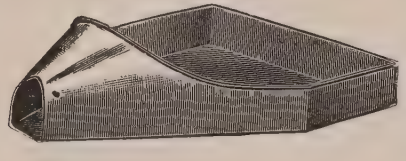
Crabbs Reynolds Taylor Company
CRAWFORDSVILLE, INDIANA
Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

L. TEWELES SEED CO.
Distributors of
BADGER BRAND SEED
Milwaukee, Wisc.

BUCKEYE BRAND FIELD SEEDS
Strictly No. 1 Quality
The J. M. McCullough's Sons Co
CINCINNATI OHIO

WE SPECIALIZE IN
ALFALFA BLUE GRASS
SUDAN MILLET and CANE
WRITE FOR SAMPLES AND PRICES
RUDY-PATRICK SEED CO.
Kansas City, Mo.

SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.
Grain Size, 2½x12x16½", $2.00.
Seed Size, 1½x9x11", $1.65.
Send All Orders to
GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill

Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 2 lbs. 5 oz. Price $3.00.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

Fegles Construction Company, Limited

Fort William, Ontario
Minneapoli, Minnesota

Designed and built

N. M. Paterson Co., Ltd. Elevator
herein described as the third contract for this Owner.

WE built into this plant the best of our years of study and experience in grain elevator work.

Departing markedly from so-called standard design, Paterson's Elevator is planned to handle grain for present day requirements in a new way, with the best equipment in the best arrangements that present day progress in mechanical fields will allow.

The Result is

NEW BALANCE of units
NEW EFFICIENCY
NEW ECONOMIES
NEW SPEED
NEW SATISFACTION

N. M. Paterson & Company, Ltd.

Fort William, Ontario

Owning and operating over one hundred country grain storage elevators in the Western provinces as well as a large terminal elevator at Fort William and Winnipeg, with most modern facilities for handling.

The Paterson elevators and those associated with them form a direct link between the vast wheat fields of the prairie provinces and the immense water highway of the Great Lakes, providing an unexcelled service to the farmers of the West and the people of Canada as a whole.

Grain Storage Capacity
5,500,000 Bushels

Paterson Steamships, Ltd.

Fort William, Ontario

Owning and operating a fleet of twenty modern, lake boats, between Fort William and eastern ports offer an excellent shipping service for Canadian grain and manufactured products, east and west bound.

Grain Carrying Capacity
4,000,000 Bushels

GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, $2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, $3.00; to Canada and Mexico, prepaid, $2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, FEBRUARY 25 1928

WHEN an elevator is knocked half off its foundation by an explosion, is it due to an unusual accumulation of grain dust or a still?

MIDNIGHT, Feb. 15, was celebrated with great joy by many farmers of South Dakota, as it marked the end of their 5-year slavery with the South Dakota wheat pool, the 1927 crop being the last to be handled under the 5-year agreement.

SHIPPERS of corn and oats to Cuba supplying the Cuban army are cautioned to see that the grain shipped is up to the grade specified, since the war department of Cuba is about to instruct its buyers in the U. S. grain grades with a view to buying by grade hereafter.

APPROPRIATIONS of immense sums of money to pay farmers to plow their lands because they have been favored by the visit of the corn borer will cease when the vast majority of wheat growers learn that the government will pay them nothing for plowing their fields that are infested only with the familiar hessian fly.

TRANSIT tariffs were described by a Kentucky judge recently as pure fiction as far as they were based on the same grain moving in and out of the transit point. It may be true as stated by the court that these tariffs are a "jumble," but the grain shipper can not be held responsible if he has the right kind of billing.

WHEN THE agitators who have been mourning over the "distressing conditions surrounding farmers of the U. S." have tired of their deception and misrepresentation the farmers will return to their work and secure improved conditions thru their own efforts.

AN ILLINOIS elevator manager, with unusual enterprise, has painted his elevator with aluminum paint, so that it stands out like a sore thumb in comparison with all other elevators of the district. In other words, it is decidedly different, and everyone who sees it, will remember the "white elevator."

NINETEEN FEED mills are reported in this number as having been installed by elevator operators recently, all of which carries conviction that feed dealers who make a study of the needs of their farmer patrons will find feed grinding a profitable sideline. Some have continued to carry a full line of chick feeds to the great advantage of their grinding business.

JUST when the Federal Trade Commission was beginning to act like a reasonable body under the tutelage of President Coolidge, Representative Kindred of New York comes along with a resolution in the House Feb. 23, providing for an investigation of the Commission's decisions in the bread trust and other silly performances thrust upon the Commission by agitators in Congress trying to work up political capital.

COUNTY AGENTS who specialize in the cardoor distribution of inferior merchandise will be peeved by the protest of the Iowa grain dealers, who object to taxpayers' money being used to maintain state agencies for the distribution of merchandise in competition with established merchants. Socialism and graft seems to have the hearty endorsement of these misguided preachers of discontent so long as they are on the state payroll.

BUREAUCRATS are ever grasping for power and will expand their activities under the barest pretence of lawful authorization. The Press Service of the U. S. Dept. of Agriculture, office of information, on Feb. 20, stated that the new seed verification service is conducted under authority of Congress to establish an inspection service for PERISHABLE farm products. Since when were grass and field seeds classed with such perishables as tomatoes, melons and strawberries?

THE FOLLY OF FORECASTING prices as undertaken by the Buro of Agricultural Economics becomes clear from a statement just issued by Prof. Marvin of the Weather Buro that no practicable methods of long range forecasting have been devised. The size of the crops depends upon the weather, and if the weather can not be forecasted 10 days in advance how can the price of crops be forecasted 10 weeks in advance. The departures from normals and averages happen nine-tenths of the time, consequently studies of norms so much favored by price prognosticators in the government service afford no reliable guide to the immediate future of prices.

A FEW Nebraska shippers are complaining of their inability to get cars fast enough to keep grain moving and some Montana shippers are complaining of heavy losses because they could not ship out combined wheat and were compelled to keep turning it in order to prevent its heating. Some wheat handlers of the middle west are installing blowers so as to save their combined wheat during periods of car scarcity and to ship it more safely at all times.

PROTEIN tests are nowhere a factor in the official grades of wheat, altho millers value a wheat for its protein and gluten strength, and the wisdom of adding this complication to the grade rules may well be doubted. Its incorporation in the standards has now become a political question in Canada, the Dominion Parliament having taken it up. Since the pools are now engaged in the purchase of grain in the country on the same basis as the regular dealers, the latter can count on the powerful political support of the pools in their mutual interest, for or against the protein test.

CONGRESS is entertaining proposals for legislation authorizing powerful combinations of American importers of coffee, rubber, etc., to combat the foreign governments which are fixing the prices of these commodities, just at the time when the McNary-Haugen bill proposes a government boosting of the price of wheat in which foreign nations are infinitely more interested than they are in the price of their own rubber. How long after they discover in our McNary-Haugen bill clauses restricting acreage will it be before they retaliate by combining against American products?

REGULATION of the packing and stockyard business by the federal government, to the extent that it makes the cost of operating the packing houses greater, reduces the price packers can afford to pay for hogs, and prevents their competition in foreign markets, leaving a domestic surplus to demoralize the home market. No laws were needed to prevent direct buying by packers when the packers owning the central yards were interested in maintaining them and did all their buying in these central competitive markets. Congress forced the packers to divest themselves of ownership of the yards and the present condition is the natural result.

GOVERNMENTAL promotion of irrigation projects is strenuously objected to by the National Grange, its Washington representative fighting the Columbia Basin project for the expenditure of $315,000,000 to irrigate 1,883,000 acres, declaring it would "aggravate the malady from which agriculture has been suffering during the past seven years." If irrigation had been let alone by the government until private capital saw enough profit in it to warrant the investment the government would have saved the $183,887,000 invested in irrigation projects from 1902 to 1927 and crop surpluses would not now have been so burdensome. From this specific instance we learn that when an enterprise is so lacking in appeal to private capital as has been irrigation and river boat operation it is wise for the government to let it alone.

ILLINOIS GRAIN DEALERS are coming to realize the hazards of conducting their business on a narrow margin and a speculative basis. They are beginning to recognize that it isn't the volume you get that counts so much as how much you make on the volume you have. One dealer in the south central part of the state says he handled less last year than he has in many years, but he got a safer margin and "made money." Even at that competition kept him from taking the margin he ought to get.

STORING GRAIN for farmers by elevator men of many sections has proved not only unprofitable to the farmer and to the elevator operators, but often the practice has resulted in the development of other bad practices that brought no permanent benefit to the farmers and increased the losses of the elevator operator. The president of the Illinois Farmers' Elevator Ass'n, at its recent meeting, found much consolation in the fact that most of the farmers' elevators in the state have discontinued storing grain.

BUYING MARGINS are receiving much merited consideration from the farmers' grain dealers' associations, and this should encourage all others to give closer consideration to the actual costs of handling grain from farmers' wagons to the scale hoppers at destination. If handling grain at a loss is repugnant to the policy of farmers' elevators, then surely other self-respecting elevator operators will insist upon having some compensation for the services rendered. Doing business for nothing has resulted in too many sheriffs' sales.

ELEVATOR OPERATORS, who seldom, if ever, have their scales inspected and resealed, will be interested in the story of an Illinois elevator, published in this number, wherein the firm, whose scales were perpetually weighing against it, went broke. Its successor, upon gaining possession of the elevator, immediately had the house overhauled, thoroly cleaned, and the scales resealed, with the result that the same elevator is now earning an attractive profit. It does not pay to believe your scales are weighing right; it is your duty to know it.

MECHANICAL IMPROVEMENTS in grain handling machinery made during recent years effect so great a reduction in the cost of handling grain that owners of out-of-date, obsolete plants, owe it to themselves to look about and investigate the savings effected by late improvements. Not only do many of them greatly reduce the cost for power, but also the cost of labor. The new elevator at Fort William, illustrated in this number, has already established a startling record for low cost for power in handling a bushel of grain from car to boat. One Indiana elevator, which was contracted recently, reduced its power requirements one-half by installing anti-friction bearings thruout the plant. In other words, by a small increased initial investment, the elevator owner cut his power bill in half for all time to come. The modern plant, which is designed by an experienced elevator engineer, not only is free from many of the extravagant wastes of the old time elevator, but it contains an efficiency in handling which is impossible with old time plants.

STATISTICS of exports made by government buros in reliance on the customs declaration of country of destination are unreliable. Publication of such statistics ought to be abandoned, when as in the case of Canadian exports the government figures are grossly misleading. The British government figures of 126,569,000 bus. of wheat imported into the Isles in 1927, are undoubtedly correct as to quantity, part being from Canada and part from the United States. The Dominion government's report that the British Isles were the destination of 185,345,710 bus. of wheat shipped from Canada includes wheat declared from Fort William to the "United Kingdom" when in fact the grain is diverted to the continent of Europe after being afloat on the Atlantic. Hence the familiar *"to Cork, for orders."*

Senate Against Cotton Price Forecasts.

The college graduates who are amateurishly attempting to forecast the prices of farm crops must have skipped the course in psychology that forms part of the university curriculum.

Predictions of higher prices never please the consumer who has to buy and forecasts of lower prices anger the producer who has to sell. If the clerks in the Buro of Agricultural Economics knew anything about human nature or practical politics they would herd the consumers in one hall and tell them prices were going down, and corral the producers elsewhere and inform them their mathematical formula indicated prices must go up. By choosing different times for divulging this valuable information they could straddle the fence successfully, for the price of grain advances part of the time and declines part of the time, except that the readjustments downward are accomplished in less time than the advances.

One day last year the Buro's forecast of lower prices for cotton was followed immediately by one of those drastic readjustments downward; and the South's representatives in Congress filed immediate protest against such misguided activities of the Dept. of Agriculture. The price of cotton never recovered from the blow dealt it by the Government, so that the resentment of Southern congressmen has been maintained. Now they have been able to persuade the Senate to pass a bill, S. 1413, prohibiting predictions of cotton prices by government departments.

Just why this protection against price forecasting burocrats should be vouchsafed the cotton growers and denied the wheat growers passes comprehension. Are not the wheat growers of the Northwest entitled to as much consideration from the predictors at Washington as the Southern cotton planters? This oversight should be called to the attention of Henrik and Magnus from Minnesota, Robert M. of Wisconsin and Lynn J. of North Dakota to the end that an amendment be drafted giving similar protection to growers of all other crops. The clerks in the Buro of Economics who may be released by discontinuance of the forecasting work profitably could each be given a spade and sent into Ohio to dig up corn borers.

The Frazier Bill for Federal Inspection.

Aside from the appeal fees, the federal government obtains no revenue to offset its heavy expense in maintaining supervision over grain inspection, as conducted by exchange, board of trade, municipal and state appointed officials. All this expense is incurred for the sole purpose of uniformity in the different markets; and it is quite likely that the officials in the Buro of the Budget think the benefits of uniformity are too slight to warrant the heavy cost of maintaining the numerous offices and the expensive force.

Every small market is willing to have a federal supervisor appointed to maintain an office at its market, the salaries of the supervisors being paid exclusively by the federal government. Now, the Buro of the Budget must feel that if the federal government could collect the grain inspection fees now exclusively collected by state, exchange or private inspectors holding a federal license to work for the state or exchange, the revenue from this work could be made to balance the expenses. Hence, the Frazier bill, Sec. 7 of which provides that, "After the effective date of this Act, no person shall certify the official standards unless he holds an appointment from the Sec'y of Agriculture for the purpose."

The trade has definitely declared itself against such an extension of the federal burocracy.

Another complication the Frazier bill seeks to introduce is the incorporation of protein tests into the official grades, Sec. 7 having a clause, "That all standard grades for wheat shall indicate the protein determination content thereof." Such protein testing will limit wheat inspection service only to a few points where the federal government is willing to establish a chemical laboratory, and undo much of the decentralization of the grain trade that the federal grain grades act accomplished.

In view of the fact that the large flour mills are already equipped to make protein tests, and that many of them place more reliance on their own tests of the quality of the gluten than on the mere statement of the quantity afforded by the protein test, it should be made optional with the owner of the carload of wheat whether he should be called upon to bear the cost of more testing than is required by the present grading system.

A serious objection to introducing the protein test is the difficulty the country buyer will have in applying the test to the wagon-load, so that different premiums could be paid for wagon-loads having different percentages of protein.

If the federal inspection Frazier bill is enacted into law, it could well be amended to make federal inspection and protein testing optional with the owner of the grain, and to retain the present system of licensing state or exchange inspectors, so that the new federal system would stand or fall on its own merits, side by side with its competitors.

The clause in the bill to the effect that the final certificate shall apply as long as the identity of the grain is preserved and no change in its condition has taken place may have been intended to make the inspection final. In two other parts of the bill, however, provision is made for subsequent examination and subsequent certification, which is appeal. If the language of this section were to be taken literally and the errors of the first inspector became permanently attached to that lot of grain, no one would buy on federal inspection, and the whole scheme of federal inspection would fall to the ground.

Inasmuch as Congress has not power to regulate intrastate commerce, the state and exchange inspection departments could continue to grade grain shipped from one point to another within any state, according to its own classification, and this would encumber the grain trade with dual grades and inspection.

Original Offer and Acceptance Cannot Be Changed

Donahue–Stratton Co., Milwaukee, Wis , plaintiff, v. Embry E. Anderson, Memphis, Tenn., defendant, before Arbitration Appeals Com'ite of Grain Dealers National Ass'n, composed of W. W. Manning, Jno. S. Green, Geo. E. Booth, Geo. B. Wood and A. S. MacDonald.

Appeal from award of Arbitration Com'ite No. 5 of $6,808 against the defendant, Embry S. Anderson, in favor of the plaintiff, Donahue–Stratton Co., which award was later, on rehearing by the same com'ite, revised, the majority eliminating the claim altogether and the minority sustaining the original award.

This controversy comes out of certain negotiations between the parties involving the purchase and sale of 100,000 bus. of mill oats on Feb. 11, 1925, and as these negotiations were conducted from Minneapolis by Mr. M. E. Grant for account of the Donahue–Stratton Co., by Donahue–Stratton Co. direct from Milwaukee, and by Embry E. Anderson from Memphis, for convenience and clarity they will be referred to as Grant, Donahue–Stratton, and Anderson, respectively.

On Nov. 20, 1924, Grant wrote Anderson a letter containing the following:

"As you perhaps know, I have severed my connection with the Van Dusen–Harrington Co. and have formed a new connection with this company. We operate two terminal elevators at Milwaukee and will be in position to do business with you just as though we were operating elevators at Minneapolis.

"We have a good stock of mill oats on hand and believe they are mighty good property at the present discount. Mill oats are not running as nice in test weight as they did last year or in the percentage of white oats, but it is pretty good looking stuff, especially after it has been purified."

In a letter dated Jan. 9, 1925, Anderson writes Grant:

"At any time you have anything attractive, you might drop us a wire. As previously stated, we only want FANCY mills that will test 34 to 36 pounds, to be recleaned and free of weed seed."

Again on Feb. 4:

"I regret very much that conditions are such our market will not justify us paying the price being asked out of Minneapolis for oats at this time. We would not be interested in buying these mill oats at this time unless they can be bought to be FANCY, RECLEANED mills to test 34 pounds or better."

The Offer.—On Feb. 10, 1925, Grant wired Anderson: "Offer one hundred thousand bushels recleaned thirty–four pound mill oats fifty per cent white fifty–six twenty–five thousand bushels weekly after February fifteenth."

On the same date and confirming the wire just quoted, Grant writes Anderson: "When we look at the price we made on the mill oats this morning before the opening it looks rather ridiculous, but we thought possibly with a guaranty of 50% white oats you might be willing to pay a premium for 34–pound mill oats."

On this date, Feb. 10, after the receipt of the above telegram, but, of course, before the quoted letter reached him, Anderson wrote Grant: "I thank you very much for your wire offering us 100,000 bushels of 34–pound mills that will equal 50% white at 56 cents Memphis. If you want to sell us some oats and want to sell us bad enough to get your basis in line, we will do some business, but they must be around the basis I advised you recently we were willing to pay. Of course, if the mills would contain 50% white oats, we would handle them on a better basis, but would not be willing to pay the white oats price for them."

Acceptance.—At 5:24 p. m. the same date, Feb. 10, Anderson wired Grant: "Can possibly use your 100,000 bus. 53 cents shipment twenty thousand and weekly after twenty–first."

On the morning of the 11th Grant filed a reply at 9:16 a. m.:

"Book one hundred thousand bushels mill oats fifty–three cents." And at 9:53 a. m. another message: "Please confirm those oats."

At 10:15 a. m., Feb. 11, Anderson filed a reply to Grant: "All right; in shipping furnish certificate fifty per cent white, thirty four pound or better test."

On that date, Feb. 11, Grant confirms to Anderson by letter: "We are pleased to confirm sale to you this morning of 100 M. bu. 34 pound recleaned mill oats at 53 cents per bushel delivered Memphis, for shipment at the rate of 20 M. bu. beginning Feb. 21, these oats to be not over 50% black oats. We are very glad to have done this business and consider ourselves fortunate in catching the break in the market this morning on which to cover. We will have the MILWAUKEE inspection department pass on these oats before shipment and we hope everything will go thru in good shape."

On the same date Anderson sends Grant a confirmation on his regular printed form, the pertinent specifications reading as follows:

Confirmation of Acceptance.—"100,000 bushels fancy recleaned 34 pound or better mill oats and white oats, cars to contain 50% or more of white oats at 53 cents per bu. track Memphis, MINNEAPOLIS official weights and inspection, certificate, shipment 20,000 bushels weekly to begin after February 21."

On the following day, Feb. 12, Anderson writes Grant:

"Referring to our contract placed with you yesterday for 100,000 bushels fancy recleaned 34 pound or better mill oats and white oats, cars to contain 50% or more white oats, I would appreciate very much if you would send me a type sample of these oats and also deposit a type sample with the inspection department af MINNEAPOLIS."

The printed confirmation sent out by Grant is dated at Milwaukee, Wisconsin, Feb. 11, and specifies MILWAUKEE inspection and weights to govern, and described the commodity as "34 pound mill oats not over 50% black oats." This confirmation is signed "Donahue–Stratton Co. by M. E. Grant." This is doubtless the confirmation referred to in the next quoted telegram.

On Feb. 13 Anderson wires Donahue–Stratton at Milwaukee by day letter: "Your confirmation hundred oats did not know at time of purchase shipments would move from Milwaukee; last Milwaukee transaction very unsatisfactory; must furnish Milwaukee inspector four pound sample today having inspector forward us two pound sample today's mail. Have traded with Grant several years out Minneapolis he knows type grain our trade requires. Oats must be fancy recleaned; answer wire immediately if meeting this request."

On Feb. 13 Donahue–Stratton replies by wire: "Don't worry; will deliver what we sold. Minneapolis office has not advised details this trade but advising Grant request contained your telegram."

On the same date Anderson wires Donahue–Stratton further: "Answering your wire there is no intention on our part not to accept the oats as bought, but I must have sample of oats as requested before signing contract which has been forwarded to you today unsigned."

Seller Denies Offer of Fancy.—In the meantime, on the 13th, Grant wired Anderson: "Just talked Milwaukee on 'phone. We will deliver what we sold you, but oats not ready to ship yet and cannot comply your request for sample. Furthermore, your confirmation fancy recleaned. We did not offer fancy; see letters."

Confirmations. — Each party confirmed and elaborated by letter his telegram as quoted above, and the letter from Grant to Anderson contained the following paragraph, which is pertinent: "We notice your confirmation reads 'fancy recleaned 34 pound or better mill oats and white oats, cars to contain 50% or more white oats, basis Minneapolis official certificate to show the percentage of white oats.' We have scratched out the words 'fancy' and the words 'and white oats' and the word 'oats' after '50% or more white.' We have also changed the terms to read 'Milwaukee' instead of 'Minneapolis.'"

Objects to Alterations in Contract.—On Feb. 15 at 5:35 p. m. Anderson wires Grant: "Your letter thirteenth returning my confirmation eleventh received unless you accept hundred thousand oats as per my confirmation thirteenth and notify me by wire to reach my office before nine thirty a. m. sixteenth will consider order cancelled see your letter tenth which is in line with my confirmation had you intended making shipment from Milwaukee you should have so stated in your original offer."

To this Grant replied on the morning of the 16th: "Telegram of the fifteenth received. Exchange of telegrams of the eleventh consummated this transaction. We are prepared to deliver what we sold. Will accept no new conditions. If it's your intention to repudiate this contract wire immediately and will proceed to dispose of the mill oats for your account to the best advantage and collect any loss involved."

At 10:05 a. m., Feb. 16, Anderson filed the following message to Grant: "Our wire to you final. Consider contract cancelled."

At 10:38 a. m. Grant replied: "We shall proceed to sell out the mill oats for your account and proceed against you for any loss which may be sustained."

On Feb. 17 Donahue–Stratton wires Anderson: "Our Minneapolis office advises you have repudiated contract hundred mill oats we therefore hereby notify you that we have sold for your account one hundred thousand recleaned thirty four pound mill oats fifty per cent white at forty one cents Chicago basis and look to you to make good difference between this and price at which we sold to you."

Selling for the Account.—The sale referred to in this message was to C. E. Dingwall Co., Milwaukee, on Milwaukee weights and inspection, and the price, according to the statement of the plaintiff, was equivalent to 46.92 cents per bushel for the oats delivered Memphis, resulting in a net loss as compared with the original sale price of $6,080.00, in addition to which the plaintiff claims a selling commission of three–quarters of a cent per bushel, or $750.00. No oats were ever delivered on this resale and the contract was eventually cancelled out by agreement between Donahue–Stratton and Dingwall.

Ample evidence is presented of the fact that "fancy" and "fancy recleaned" were well established terms of description used in connection with mill oats in Minneapolis, though such terms were not inserted in official certificates, and there is no doubt in our minds but that Grant and Anderson were in accord as to the character of the oats they were trading in, and it was not important whether the white oats in the mixture were wild or cultivated or both, the important factors being weight, color and freedom from foreign material. When it comes to describing such oats for technical inspection, whether out of Minneapolis or any other market, the proposition becomes a difficult one, and it is very unfortunate that in this particular instance a type sample was not prepared and submitted prior to and as a basis for these negotiations. Grant's problem was further complicated by the fact that he had to make his description of the commodity he had sold satisfactory to his principal, Donahue–Stratton, in another market. Both parties in their written confirmations departed materially from the specifications of the original offer and acceptance. Grant confirmed "34 pounds mill oats, not over 50% black oats." This really does not mean anything except that the test weight could not fall below 34 pounds. Anderson confirmed "Fancy recleaned 34 pound or better mill oats and white oats—cars to contain 50% or more white oats * * * the certificates to show percentage of white oats." This is interpreted as a demand that the mixture should contain not less than 50% of cultivated white oats, which, as previously indicated, we do not

[Concluded on page 258.]

Discharged Manager Recovers Salary.

J. F. Pinches was employed by the New Farmers Grain Co., of Alexandria, S. D., to manage its elevator for one year from July 1, 1922, at $150 per month. He continued in the employment until Feb. 1, 1923, when the company hired another manager and he was discharged. Pinches brot suit to recover the salary of $750 for the remaining 5 months of the period.

The defense was that he was discharged for cause, and allegations were made in detail wherein Pinches had failed to perform the duties of his employment. The court said that the evidence would sustain a verdict either way and left it to the jury, which held in favor of Pinches for the full amount claimed. This decision was affirmed Dec. 28, 1927, by the Supreme Court of South Dakota.—217 *N. W. Rep.* 190.

Bill to Prohibit Cotton Price Forecasts by Bureaucrats.

The United States Senate on Feb. 6 passed the following bill, which is likely also to pass the house, and become law.

S. 1413.

An act to prohibit predictions with respect to cotton prices in any report, bulletin, or other publication issued by the Department of Agriculture or the Department of Commerce, and for other purposes.

That it shall be unlawful for any officer or employee of the Department of Agriculture or of the Department of Commerce to include, or cause to be included, in any report, bulletin, or other publication issued by such departments any prediction with respect to cotton prices, or to cause to be published any such report, bulletin, or other publication containing any such prediction, or to authorize the publication of any statement or interview containing any such prediction which is based upon information received from official sources.

Any such officer or employee who violates the provisions of this Act shall, upon conviction thereof, be fined not less than $300 nor more than $1,000, or imprisoned for not more than one year, or both, and, in addition thereto, shall be removed from office, and shall be incapable thereafter of holding any office under the United States.

Asked—Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Decision Holding Bank Liable for Forged B/L?

Grain Dealers Journal: Please wire us citations by name and by book and page to United States Supreme Court and Circuit Court of Appeals decisions in Richter forged B/L cases.—Choctaw Grain Co., Oklahoma City, Okla.

Ans.: Mueller Grain Co. v. American State Bank. U. S. Circuit Court, 15 Federal (2d) 899. 48 Sup. Ct. Rep. 34 (mem.) and 72 Law Edition 117.

The United States Supreme Court remanded this case back to the U. S. Circuit Court of Appeals, which is expected soon to conform with a decision in favor of the grain firms at Peoria, including Mueller, Feltman and Lamson.

Railroad Refusing to Set in Coal Cars?

Grain Dealers Journal: Can the railroad company refuse to let us handle coal and give another person the right to handle on land next to our feed warehouse?—Gottrick Bros., Knoxville, Ill.

Ans.: Carriers have no right to limit the commodities handled by shippers. When the railroad company owns the ground on which the shipper operates his business the railroad becomes his landlord, and has the same rights as any other landlord, to prescribe the terms and conditions of use of the land or buildings.

When the shipper owns the ground on which his business is located, and it is accessible by switch track, the railroad company has no choice but to deliver his carloads on his switch.

A situation might arise where a regular coal dealer put in quick car unloading equipment at considerable expense on a promise that the railroad company would permit no other coal dealer to use the right of way in that vicinity.

Can Policy Earn Premium After Cancellation?

Grain Dealers Journal: We had a universal compensation policy with the Integrity Mutual Casualty Co., and on May 27, 1926, we received notice from the company that it had suspended, that the State Insurance Department would take charge, and that our policy would be automatically canceled by reason of the department taking charge.

As per statement of Clarence F. Buck, of Chicago, the receiver, there was due us a credit of $49.50 on May 29, 1926, the time the company went into the hands of a receiver.

However, the receiver claims that the U. S. District Court of Ill., Eastern Division, handed down a decision that all workmen's compensation and public liability policies issued and in force at the date receiver was appointed, have earned a premium to the first adjustment date, subsequent to May 29th, 1926.

The receiver has rendered us a bill as follows: Premium from 5/29-26 to 12/31-26, $81.93; less credit, $49.50; leaving as due to receiver, $32.43.

We may have to pay this, but it seems unjust to us to pay 7 months' premium, for which we had no insurance. Any information you could give us as to our liability for this insurance would be appreciated.—Hoese & Lueth Grain Co., Spencer, S. D.

Ans.: The integrity was a mutual company and members are required to discharge any obligations imposed upon them by the by-laws. Unfortunately the order of the court is as stated, and it would seem that the policyholder would have to pay the additional bill.

However, nothing is ever gained by rushing in to pay these things, and conservative policyholders would await a final order by court directed straight at them ordering payment.

Railroad Crossing?

Grain Dealers Journal: We are located on the Wabash railroad at Griggsville. Our elevator is on the side of the right of way away from the town. It is a block and a half from the elevator to the nearest crossing over the three tracks of the railroad.

On the favorable side of the tracks is our competitor's elevator. A good number of farmers would trade with us if it wasn't for the extra three blocks around to get to our house, who now stop at his elevator.

We have petitioned the Wabash to put in a crossing at this point, even offering to pay for it if they would grant permission. So far they have refused.

This looks like discrimination to us. Can the railroad be compelled to grant such permission? How should we go about accomplishment of this end?—J. T. Manton, mgr., Griggsville Co-operative Elev. Ass'n, Griggsville, Ill.

Ans.: To get the crossing it will be necessary to enlist the local public authorities in the improvement, as they have the power to order the crossing put in at the railroad company's expense, under the Illinois law reading as follows:

Chap. 114, Par. 87, Sec. 8. Hereafter, at all of the railroad crossings of highways and streets in this state, the several railroad corporations in this state shall construct and maintain said crossings and approaches thereto within their respective rights of way.

Sec. 9 makes it "the duty of the proper public authorities, having the charge of such highways or streets to notify, in writing, the nearest agent of said railroad corporation and direct the same to be constructed."

Sec. 10 authorizes the public authorities to construct the crossing.

Sec. 11 makes the railroad corporation liable for the expense of construction under Sec. 10, plus a fine of $100 for neglect to comply with instructions to construct the crossing.

Chap. 24, Art. V, Par. 65, gives the city council in cities and the president and board of trustees in villages power in subdivision 25 "to provide for and change the location, grade and crossing of any railroad."

Buying Farmers' Grain on Protein Test.

Grain Dealers Journal: This year we have bot wheat hit-or-miss as far as the protein content goes and on some cars made real good money but on a few cars we lost money.

We have no time to test each man's wheat closely unless we could get a short cut method that was approximately correct, say within one per cent. Wonder what we could do next year to keep track of this protein?—Bob Fruen, Fruen Grain Co., Presho, S. D.

Ans.: No reliable quick test for protein has yet been made public.

While the protein content will vary from year to year due to climatic conditions wheat of the one variety grown the same season on soil within hauling distance of the elevator usually has the same protein content, so that by mapping the farms tributary to his elevator and having tests made early in the season the grain buyer who knows in what locality the wheat in the wagon originated can safely assume the wheat to test the same as other wheat from the same locality, checking this assumption by occasional subsequent tests.

One buyer had samples from every section of land within 10 miles of his elevator tested for protein.

A grain buyer in the country will lose money if he buys on tests made on envelope samples that dry out in the mails to the laboratory while his carload contains the full natural moisture. His own mail sample might show 13.5% protein and the state inspection sample only 13% or less. Samples for protein test should be sent in air-tight containers. Probes made in different parts of a car will vary as much as one per cent protein so that a shipper in the country to be on the safe side should discount his own tests.

Buyers of wheat shipping to markets where protein tests are made on all cars arriving, as at Duluth and Minneapolis, where the Minnesota law makes the protein test compulsory should discount wheat testing low in protein when buying from the farmer, as the terminal buyer will know the test before bidding on the sample.

The federal grade rules do not require protein tests and there are markets where the test is not made unless some one concerned specially requests and pays for it.

Where to Buy Heavy Oats?

Grain Dealers Journal: Could you tell us where we may be able to buy good heavy oats, whole or clipped, and what is the present price on same in car lots?—W. A. Allen Co., manufacturing chemists, New Jersey.

Ans.: These oats come from the West and a buyer east of Allentown on the Lehigh Valley has a large area from which to choose his supply in the central states, and the names of the shippers are published in the Directory of the Grain Trade on pages 201 and 202 of this number.

If quick or near-by shipment is desired there are jobbers at Wilkes-Barre, Pa., such as Miner-Hillard Milling Co., or John Yeager; and the Dayton Milling Co., at Towanda, Pa., who can supply exactly the kind of oat required.

Chicago dealers now are quoting heavy, 40-lb. clipped oats at 14⅝ cents over the May future, delivered New York rate points. With May selling at 56 cents this is equal to 70⅝ cents.

Landlords' Lien Law in Illinois.

Grain Dealers Journal: How does the landlords' lien law of Illinois read? What constitutes notice of such lien to an elevator operator and must such notice be in writing and state the amount of the lien?—H. W. Street, mgr. Farmers Grain Co., Illiopolis, Ill.

Ans.: The landlord's lien law reads as follows:

Chap. 80, Par. 31, Ill. Rev. Statutes. "Every landlord shall have a lien upon the crops grown or growing upon the demised premises for the rent thereof, whether the same is payable wholly or in part in money or specific articles of property or products of the premises, or labor, and also for the faithful performance of the terms of the lease. Such lien shall continue for the period of 6 months after the expiration of the term for which the premises are demised, and may be enforced by distraint as in this Act provided."

The new thresher's lien law reads:

Sec. 5a. "Every person who, as owner or lessee of any threshing machine, clover huller, corn sheller or hay baler, threshes grain or seed, hulls clover, shells corn, or presses hay or straw at the request of the owner, reputed owner, authorized agent of the owner or lawful possessor of such crops shall have a lien upon such crops, beginning at the date of the commencement of such threshing, hulling, shelling or baling, for the agreed contract price of the job, or, in the absence of a contract price, for the reasonable value of the services or labor furnished. Such lien shall run for a period of 4 months after the completion of such services or labor notwithstanding the fact that the possession of the crops has been surrendered to its owner or lawful possessor."

What constitutes notice is not defined in the law. The grain buyer is not liable unless he has actual or constructive notice of lien. Actual notice may be a written letter or oral communication, or by filing with the recorder. Constructive notice is anything that would show the grain dealer knew of the lien.

Canadian Pool's Effect on Prices?

Grain Dealers Journal: I have a request for information to be used in a prominent debate in the near future in this locality on the following subject, "Has the Canadian Wheat Pool been a benefit to the price of wheat obtained by farmers in the United States?"

I have some very prominent local men who will handle the negative side of this subject and who desire to be armed with all the facts and figures possible—John R. Jirdon, Morrill, Nebr.

Ans.: A concentrated large holding by one interest not in control of the entire supply of a commodity invites buyers to look elsewhere to see if they can get others to shade the quotation of the big concern. They will not buy of the big concern except when they can not get the wheat a little cheaper elsewhere. Clever buyers who know that an advance in prices is due will buy a large lot of the big concern at its asking price just before the advance, and stay out of the market when a drop is expected, thus whipsawing the big concern. This, and the general knowledge that the big concern has got to sell sooner or later, exercises a bearish influence on the price of wheat, especially on the kind of wheat controlled by the pool, hard spring. Soft red wheat, of which the Canadian pool has none, is selling at extraor-

dinary premiums at St. Louis, Chicago, and Toledo, and hard winters are also commanding high premiums for spot grain.

In 1913 the price of grain was unaffected by war or pooling. In January that year cash oats at Winnipeg ruled around 31 cents per bushel. In January, 1928, they have been ruling around 64 cents per bus., an advance of over 100 per cent without pool control. This advance took place before the pools thought of operating in coarse grains. Cash No. 1 northern wheat at Winnipeg in January, 1913, ruled at 83 cents per bushel and in January, 1928, at around $1.42, an advance of only 70 per cent. If the pools have any beneficial effect in advancing the price No. 1 northern ought to be selling at $1.66 per bushel. In other words, the farmers of Canada are losing 24 cents per bushel by reason of the existence of the pools, on their No. 1 northern.

Pools exercise no influence whatever on the price of corn in the United States, yet corn advanced from 48 cents per bushel in January, 1913, to around 90 cents per bushel at present or about 100 per cent, the same as Canadian oats, while wheat in the United States advanced only from around 91 to $1.30 for No. 1 northern, or 43 per cent.

Therefore it can safely be said that the pools have not been a benefit to the price of wheat either in the United States or Canada.

Storage Law of Illinois.

Grain Dealers Journal: Will you please inform us how the present storage law of Illinois reads? Must a dealer show his financial ability and file a schedule of charges with the state, and must he report to the state at the close of the year?—E. J. Finley, Hudson, Ill.

Ans.: The old law is a dead letter, containing no penalty for violation.

The new law of June 28, 1921, never has been applied by the Illinois Commerce Commission to country elevators.

The Illinois grain dealer can conduct his business without regard to state regulation of country elevators; and the farmer must use his judgment whether to entrust his grain to the local elevator.

Cases where farmers suffered loss by storing with Illinois buyers have been rare, comparatively, so there has been no demand for such a law in this state. In the Northwestern states storage is common and farmers suffered heavy loss prior to the enactment of the bonding law.

Shortage of Agent?

Grain Dealers Journal: On page 94 of the Journal for Jan. 25 in the "Asked and Answered" column is an article entitled "Shortage of Agent."

In re your answer "that overage on dockage should be credited to agent," is this your opinion, or is it a court decision?

I have never been short gross weight and have always been over on dockage, but on the last crop I was up against something I had never run across before.

Putting it at a minimum 90 per cent of the grain delivered to this station carried excess moisture. We were up against a car shortage, and some of this grain had to be turned several times to keep cool, which dried it out more or less. Further, we had part cars that it was necessary to carry in the house quite a while. As this was turned occasionally it also dried.

We know moisture is water, and altho bot at a discount, we knew we were buying some water. All grain here is combine harvested, and account the exceptional season farmers insisted on getting their grain off the ground and took the price we offered.

I shipped tough wheat as fast as cars were obtainable, but at the present time I have 400 bus. of wheat that came in with 16 per cent of moisture in it that I have been unable to ship. By running it I have it down to 14 to 14½%. This has been in the house 60 days. Who is going to stand that 1½% shrink?

I am long better than 1 per cent on dockage; and I do not think I am short very much, if any, on gross (that has not been checked).

This is quite a proposition, and no doubt a good many buyers, where combines are used, will be interested in this, as there are mighty few of them that do not "get some" tough stuff.

We took an additional amount of dockage to cover this moisture and it has been reported as gross weight. Now that a part of it has dried out in the house we will be reported short GROSS (?).

What is the answer? I believe, before I pay a shortage, I would go thru court. Have any buyers had an experience of this kind. Let's hear of it.—A Montana Buyer.

McNary Bill Reported to Senate.

The Senate Com'ite on Agriculture and Forestry on Feb. 15 reported the McNary-Haugen bill favorably to the Senate.

A day or two earlier one of the senators had told the com'ite that a political situation was developing that would make farm relief legislation impossible. Hence the immediate action. The com'ite agreed not to hold further hearings on farm relief.

Professor Chas. L. Stewart of the University of Illinois, told the House Com'ite on Agriculture that the export debenture plan of raising the price of farm crops, H. R. 10568, was constitutional and workable. He submitted similar export debenture laws of four European countries.

Sydney Anderson, pres. of the Millers National Federation, on Feb. 23 told the house agricultural com'ite that it was "unsafe for a business agency to manipulate a commodity market on government money."

Rep. Connally of Texas spoke in favor of the bill just introduced by him for a combined export corporation and debenture scheme with a half billion revolving fund, to buy the surplus at not less than the cost of "efficient production."

Before the House Com'ite on Agriculture while B. W. Kilgore was reading resolutions of his Carolina Cotton Growers Co-op. Ass'n in favor of the equalization tax, Representative Aswell of Louisiana read a report from the U. S. Dept. of Agriculture that only 9.1% of the cotton crop in 1925-6 had been handled by the co-operatives and that in the following season the percentage had dropped to 6.7. Then Kilgore admitted "The large crops of 1925 and 1926, have practically destroyed all cotton co-operatives."

The new McNary-Haugen bill has been amended to permit its application to all farm products, instead of only the 6 "basic." It provides a revolving fund of $250,000,000 to be loaned to co-operatives at 4 per cent, and retains the equalization tax.

Passports without charge would be issued to farmers traveling in Europe to study agricultural methods under House Joint Resolution introduced by McSwain of South Carolina. This will lower the expense of the big American Farm Buro Federation's excursion to Europe.

New bills recently introduced are:

H. R. 10709, by Connally, to regulate transactions on cotton future exchanges.

H. R. 10706, by Jones, to forbid predictions of future cotton prices by government officials.

H. R. 10562, by Hare, would create a farm surplus board to advise with co-operative ass'ns.

H. R. 11074, by Ketcham, would expand the U. S. Dept. of Agriculture into foreign countries.

S. 1413, prohibiting predictions of cotton prices by government departments, passed the Senate Feb. 6.

H. R. 10568, by Ketcham, is the export debenture plan advocated by the National Grange.

H. R. 10757, by Lankford, would establish a federal farm board to aid in the disposition of the surplus.

S. 3223, by McNary, is a companion bill to H. R. 11074 to extend the work of the U. S. Dept. of Agriculture into foreign lands.

H. R. 10763, by Jones, would place agricultural upon a price equality with other products. Mr. Jones has introduced H. R. 10656 on the same subject.

The Soviet government of Russia is considering additional restrictive measures on private milling companies, of which there are about 1,095. Only recently the government took over 320 of the private plants which furnish the state mills their principal competition.

Hoch-Smith Hearing.

The hearing at Chicago by the Interstate Commerce Commission on the Hoch-Smith resolution for an investigation into the grain rate structure has been continuing, with railroad men testifying.

A. F. Cleveland, A. G. F. A., of the Northwestern, said rates on grain were relatively lower than in the pre-war period, and since grain constitutes a large proportion of the traffic, a small percentage reduction on grain would have to be made up by a relatively greater percentage of increase on other commodities. A reduction would not help the farmer, he said, as he would have to pay what it saved him in higher rates on other classes of traffic. He was opposed to making rates on a mileage basis.

E. W. Soergel of the Milwaukee said 60 per cent of the grain traffic on his line was furnished by products and that the products rates were reduced in 1922 by 21.7 per cent, and on grain 13 per cent. He said rates in Iowa, Minnesota and the eastern half of the Dakotas should be brought in line with the scale proposed in I. & S. 2469.

Gentry Waldo of the Union Pacific introduced a mileage scale of rates on wheat from Colorado to the Missouri River and in Kansas and Nebraska increasing the Kansas rates into Missouri River markets 14 per cent and Nebraska rates 4 per cent. His road will lose $600,000 annually under the 7½ per cent reduction made on deciduous fruits from California, and a further reduction on grain would do the carriers a great deal of harm.

C. E. Spens, vice pres. of the Burlington stated the general principles that should govern the making of rates. He said that due to the acute competition that exists in the grain business this commodity was peculiarly sensitive to any change in the grain rate basis. He thought it was necessary to maintain the present primary market situation. He would charge for transit and out-of-line hauls.

F. C. Furry, A. G. F. A. of the Illinois Central, said no change should be made in Illinois rates, as they are a part of the eastern adjustment.

Grain doors cost the Milwaukee $215,000 to $125,000 annually General Supt. J. L. Brown told the Commission. Each box car used in the grain traffic used 8 to 12 doors a year.

Representatives of the grain markets at Chicago, Buffalo and Boston on Feb. 23 notified the Commission that they would combine in a petition for lower rates on export than on domestic grain.

Grain Dealers Supplement to Income Tax Report.

BUSINESS QUESTIONNAIRE NO. 23

1. Are you married or single? Why?
2. Did you withdraw any money from the bank during the past year?
3. If so, where did you get it to put in the bank in the first place? How did you get it?
4. Are you on friendly terms with your competitors?
5. Can you give the name and address of anyone who has less intelligence than your competitor, yet makes more money?
6. When the volume of business is low during the winter months do you wear a belt or suspenders?
7. Have you taken a moisture test on any shipments of corn during the last three years? If so what did you get for the water?
8. Do you drink? If so, where do you get it?
9. Exclusive of bootleggers, how many persons are dependent upon you for support?
10. Do you keep chickens? Does your wife know?
11. Are you troubled with cold feet? Whose?
12. Do you encourage farmers to plant good seed?
13. Where do you buy it?

—With Apologies to John C. Liken & Co.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

An Appreciation.

Grain Dealers Journal: A short time ago I wrote you for aid in securing the grain grades on cards or posters, which you kindly answered; and also included my request in the February tenth number of Grain Dealers Journal. In less than a week after the issue has been out I have already received a valuable booklet put out by R. P. Reid of Circleville, Ohio. Mr. Reid is a dealer in choice milling wheat, corn and oats. Mr. Reid very kindly sent me this book, and also a friendly letter. From the Mid West Grain Co. of Omaha I received a fine large poster of federal grades. These people are grain commission merchants and put this valuable poster out over their name.

So I am more than pleased with the results of your Journal. And it especially makes one feel mighty good to realize that we have a medium that can be used thus effectively, namely the Grain Dealers Journal; and I congratulate you upon your close touch with the grain trade the country over.—Respectfully, Reuben Staker, Groveland, Ill.

Difference Between Gross and Net Profit in Grinding.

The Grain Dealers Journal: Have just been reading the Grain Dealers Journal of January 25th, and we note the article on page No. 116, under the heading of "Making a Profit in Feed Grinding."

Now, this article might be all right if your paper was read by only grain dealers and millers, but, as you know, there are a lot of *farmers and other business men,* who receive your paper, and when statements such as these are made regarding net profit, is it any wonder that the farmers are continually harping about the middleman, and trying to eliminate him?

Had they used the words "Gross" profits, in these articles, then the reader could have gone ahead and used his own imagination as to what other expenses were incurred in the operation of a feed mill, and he could have drawn his own conclusions, but to make the positive statement that these were net profits, without taking into consideration the many other overhead expenses that enter into the elevator and mill business, and the operation of a grinding plant, is absurd.

We also wonder if these dealers used this basis of a net profit in computing their income tax?—Bossemeyer Bros., by O. Marshall.

Prefers Stock Scale Tickets for Grain

Grain Dealers Journal: We would like to see the convictions of brother-dealers in regard to printing name of buyer on wagon scale tickets issued by established grain dealers. We have always printed our name on every ticket issued either with a rubber stamp or had name printed on ticket when balance of ticket was being printed. Doubtless some of our tickets have been lost, but we do not recall ever learning of a lost ticket being presented by a finder who had no right to the proceeds.

If the name of the grain buyer issuing the ticket is not on the ticket, strange finders will not be tempted to present ticket for payment. Some of our neighbors use tickets without their name appearing on the ticket, but the name of the individual who weighs the grain is always signed to the ticket. One or two of these tickets issued by competitors have been presented to us for payment either by the owners or finders, but we have never paid for tickets issued by others and have experienced no difficulty in identifying our own tickets, even when ticket did not bear our firm name. Some are lost each year, but our duplicate copy enables us to check up and pay the correct amount due farmer when calling for settlement.

We believe that inasmuch as stock tickets can be purchased at a much more reasonable price than special tickets with name of buyer printed on each ticket, it is just as well to escape this extra printing charge and use the stock book. Yours for efficiency, Wayne Jones & Co., Marysville.

The Co-operative Marketing Decision.

The Supreme Court of the United States has upheld the validity of Kentucky's co-operative marketing statutes. These statutes are the model for enactments in forty-one other states, and had been attacked as class legislation, favorable to farmers and no one else. "This court," the decision read, "has recognized as permissible some discrimination intended to encourage agriculture."

The law in question accords to co-operative marketing associations the right to bind farmers in five year contracts to dispose of their products only through the association. The associations are exempt from prosecution under laws forbidding monopolies and any one who interferes with the operation of a co-operative association is subject to penalty. The Supreme Court acted upon the appeal of a warehouse company which had been fined for inducing a farmer to sell his tobacco to it instead of the association with which the farmer had previously contracted to dispose of his crop. The warehouseman contended that he had done no wrong because the five year contract was illegal and therefore not binding. The court denied the contention and ordered the fine paid.

We should feel more inclination to rejoice if the decision did not appear to open the door to a policy of inequality before the law which is foreign to American traditions and ideals. Possibly the decision is an admission that the doctrine of equality, however desirable in theory, is, practically speaking, unworkable. It appears to admit that the realities demand one code for farmers and another, say, for furniture manufacturers.

The decision raises a number of questions in the layman's mind. If the legislature of Illinois, for example, should determine that the prosperity of the furniture industry in this state is vital to its welfare and can be promoted best by legislation applying only to the furniture industry, would the court uphold a law authorizing furniture manufacturers to form co-operative selling agencies with a virtual monopoly of business? Would the court allow a Michigan law frankly drawn in behalf of the automobile industry to stand? Could it not be contended that the automobile industry is at least as vital to Michigan as agriculture is to Kentucky?

It is interesting to observe that the court has made this ruling on behalf of agriculture and it has not denied the right of Congress to except labor unions from the operations of the anti-trust laws. In these circumstances it is curious that the movement for the limitation of the right of the Supreme Court to declare laws unconstitutional has found its strongest support among spokesmen for farmers and labor.—*The Chicago Tribune.*

Russia must import one million tons of grain within the next two and a half months to feed some of its populace. The northern districts, which have not grown enough grain to feed themselves, depending upon the Ukrainian and Volga grain districts, are not supplied with enough reserves to carry them thru the Spring. According to a recent dispatch, the recent five million dollars of gold shipped from the United States to them was to be used in purchasing grain stocks.

Amendments to Rules of Chicago Board.

Members of the Chicago Board of Trade will vote Feb. 27 on the following amendments to the rules of the exchange:

Raising the commission rate on lots of 1,000 to 4,000 bus. of grain futures from $2.50 to $3.50 per 1,000 bus., so that section a of Rule 223 will read as follows:

For the purchase or for the sale or for the purchase and sale by grade alone of wheat, corn, oats, rye, barley or flaxseed, to be delivered in store either for immediate or for future delivery, one-quarter of one cent per bushel in lots of 5,000 bushels and multiples thereof, and $3.50 in lots of 1,000 bushels and multiples thereof.

Sec. b is to be amended, making the rate on foreign orders $3.50 per 1,000 bus. on odd lots, instead of $2.50.

Rule 230 is to be amended, to make the clearing rate for a non-clearing member the fixed $1.25 per 1,000 bus., instead of members' rates of commission.

Rule 57 is to have substituted for it the following:

57. **Amendment of Rules.** New rules may be adopted and existing rules may be amended or repealed by the membership. Proposed amendments may be recommended by the Board, and upon such recommendation, the President shall call a special election not less than ten days or more than sixty days after the proposed amendment shall have been posted upon the bulletin board. At such election, the vote shall be by ballot. Unless three hundred votes are cast, the vote shall be ineffective, and the President shall call another special election for the resubmission of the proposal. If twenty-five members or more petition for any proposed amendment, the Board, within fifteen days, shall either approve and recommend the proposed amendment, or report to the petitioners the reasons for its disapproval. If after such disapproval, one hundred members, or more, petition for such proposed amendment, a special election shall be called in like manner as though the proposed amendment had been recommended by the Board.

A new rule, to be known as 128, reading as follows, will be balloted upon:

Rule 128. **Membership Transfer.** All purchases or sales of membership privileges shall be made through the office of the Secretary, pursuant to regulations to be adopted by the Board, and no member shall accept or receive any commission or other compensation, for services in connection with the purchase or sale of a membership in the Ass'n.

Russia: The Zentrosojus has projected a plan for erecting twenty-two grain elevators, followed by four in Siberia, two in North Caucasia, two in Kasakstan, one in the Samara district and one in the Volga district. A large mill is contemplated for Lugansk, Ukraine, by the Ukraine Grain Trade Co., Ukrchlib.

Receiving Scales Overweighed Each Load.

A competent scale inspector tells of an elevator going broke because of bad scales. The beams were in poor condition and always weighed heavier than they should. Shipments were considerable short of receipts. Finally the elevator was taken over by another company. Inspection of the scales located the trouble. New beams and bearings were put in and the loss from weights corrected. Today that elevator is making money.

A New Color for Your Elevator.

A Warsaw, Ill., elevator has been painted aluminum, a very unusual color for an elevator. Irven Meyer, the manager, says it stands out well from the paint jobs on such buildings and is a splendid advertisement on account of the attention won and the comment it has aroused.

More than that aluminum is a good color for elevators. It offers more protection from changes in temperature than any other. Due to its graphite content the pigment sticks to the surface longer than lighter shades, becoming in fact part of the surface. This has been the experience of the Standard Oil Co., in painting its gasoline storage tanks. If effective for such purpose, why not for elevators?

"Orderly Marketing" Explained

By B. F. BENSON, MINNEAPOLIS,
before Tri-State Grain Shippers Ass'n

"Orderly Marketing" has been given a great deal of consideration, especially the last few years, so I think it is well to consider just what we mean by the term, "Orderly marketing." Often the statement is made, "The farmer must discontinue his practice of dumping his grain on the market when he threshes, or during the first three or four months after harvesting, because the heavy marketing during that period results in depressing the price unduly."

I think, at the outset, it would be well to refer to some recent investigations, and I want to quote a statement made by Prof. T. N. Carver, of Harvard University, dealing with the subject of trading in futures, before the American Institute of Agriculture. "During any twenty year period of the last fifty years the farmers who have regularly sold their wheat directly from the thresher, their cotton from the gin, or any other staple crop, as soon as it is harvested, have made more money than those who have regularly tried to hold it for a rise."

Perhaps the most exhaustive investigation of recent years was made by the Joint Commission of Agriculture Inquiry, appointed by Congress in 1922. May I quote briefly from this report:

"About 70 per cent of the wheat and a large portion of the coarse grains, as well as of cotton, are received at the terminals in the first half of the year following the making of the crop. This fact is thought by many to afford opportunity for speculators or converters to buy the crop at a low price, hold it through storage operations, and later to sell in a higher market. The general impression prevails that prices of farm products during the last half of the crop year are generally higher than in the first half, allowing for the charges for storage, interest, and other costs that attach after the crop is in second hands. A number of studies have been made to determine the truth of this matter. THESE STUDIES INDICATE RATHER CONCLUSIVELY THAT OVER A PERIOD OF YEARS UNDER THE EXISTING SYSTEM OF GRAIN MARKETING THE FARMER WHO HAS SOLD HIS CROP SOON AFTER HARVEST HAS COME OFF QUITE AS WELL AS THE FARMER WHO HAS HELD HIS GRAIN AND SOLD IN THE LAST HALF OF THE YEAR.

"It seems altogether likely THAT THE COOPERATIVE ASSOCIATION CANNOT SUCCEED AS A HOLDING CORPORATION FOR THE PURPOSE OF WITHHOLDING THE CROPS FROM THE MARKET TO ESTABLISH AN ARTIFICIAL PRICE. The attempt to accumulate and hold a sufficient proportion of the crop to affect the price INVOLVES SPECULATIVE RISK wholly outside of those of the normal business operations, and may result in losses as well as gains and MIGHT WELL RESULT IN INCREASING THE PRICE FLUCTUATIONS, from which the farmer now suffers rather than in diminishing them."

I could refer to many other investigations, but most of you are familiar with them, and I would only be stating what you already know.

The 1925 crop was the largest crop raised in this territory, and, with greatly improved transportation, the grain was moved into the terminal markets of Minneapolis and Duluth in such volume that it was necessary to embargo one of the markets for a time. From 70 to 75% of this crop came to market, and the records show that the price was not only maintained, but worked into a higher position, reaching the $2.00 mark for wheat along in February.

Our 1927 crop moved to market freely, and over three hundred million bushels came into the Minneapolis and Duluth markets in less than four months, and during the peak movement the price ruled higher than it is at the present time, with comparatively light receipts. This simply confirms our theory that our present system of marketing, known as the organized American exchange, with futures contracts permitting hedging so the local dealers, the buyers and sellers alike at the terminals may transfer the risk of ownership, thus eliminating the speculative risk they would be compelled to carry, otherwise which would unquestionably result in operating on a wider margin.

No official body has made as thoro a study of this matter as the Federal Trade Commission. In 1917, when wheat prices reached over $3.00, the Commission, also the Bureau of Markets of the Department of Agriculture, were asked to investigate the cause of the high price, and their reports were, in effect, that the high price was not by any futures manipulation thru the grain exchanges, but because of a short crop. About three years later another investigation was called for by the Commission to determine the cause of the decline in wheat prices—the market was about $1.50. Here again the report discloses that the large crop was responsible for the then prevailing price level.

If we consult the statistics, thru the Department of Agriculture, we shall find that we had an increase in acreage in this country from 1913 to about 1920, of approximately forty-five million acres. During that same period there has been a substantial decline in the per capita consumption of bread of about 9% of the American people. Since about 1920 there has been a decline in acreage of approximately thirty million acres.

Recently a former United States Senator stated that he would suggest a motto for the farmers, "Orderly production, orderly marketing, and legislative action." Unquestionably the farmer is studying the production question, and can, with profit, reduce his acreage on some crop in which we now have a substantial surplus, and increase his acreage of the grain and seeds, of which we have no exportable surplus.

The record of the organized system of marketing which we have today covers about seventy years. The present system represents a growth; during this period it has recognized weaknesses, and has remedied them. No one will contend that the system has reached perfection, but those who have honestly studied the functions of our grain exchange system are of one mind—that the highly competitive and efficient system that has been evolved does furnish to the producer and the consumer a service in marketing of the great grain crops of the country that has made possible orderly marketing at a remarkably close margin between the producer and the consumer.

In conclusion, may I quote again a short statement from the Joint Commission of Agriculture:

"Out of every 100 cents paid in 1921 by the housewife for bread, the grain dealer and flour miller together received only three and four-tenths (3.4) cents, the balance, or ninety-six and six-tenths (96.6) cents, being shared by the wheat grower, the railroads, the baker and the bread retailer."

The grain shipper at the country station, including the farmers who are now marketing about one-half of the crop thru their own organizations, represents the very taproots of our present marketing system. It is my humble opinion that the farmer has found that he does not sacrifice the price of his grain one year with another, even tho he does market 70 to 75% of the surplus during the three or four months immediately following his threshing, and that he considers that this system is orderly and to his economical advantage.

Our market place will always recognize our obligation and our definite responsibility to the producer and to the consumer in our effort to maintain an honest, efficient market system that will reflect the law that does govern supply and demand.

Iowa Dealers Want County Agents Stopped.

Columbus Junction, Ia.—A helpful meeting for Southeastern Iowa grain dealers was held here last week.

The meeting was well attended and many subjects of importance were brought up in the general discussions led by Secretary Milligan. As a result of the discussions the following resolutions were adopted as being the consensus of opinion of the grain dealers attending:

Relief from County Agent Competition

Whereas: Many county agents are ordering corn, seed, fertilizers and other commodities of common trade in direct competition with organized businesses in various towns of Southeastern Iowa, and

Whereas: These same businesses are taxed to support the farm bureau and contribute liberally to its support, therefore, be it

RESOLVED: That we the representatives of independent and cooperative elevators vigorously protest against this interference with our legitimate enterprise, petition the State Legislature that remedial legislation be passed forbidding any organization supported by public taxes from engaging in business in competition with private enterprises, and be it further

RESOLVED: That a copy of these resolutions be sent to members of the State Legislature from this district; also to the United States Senator and Congressmen from this district, and one to the President of the Iowa State College at Ames.

At the kind invitation of W. C. Boyle, Manager of the Farmers Elevator Co. at Morning Sun, Ia., it was decided that the grain dealers would meet at that point during the first week of April, 1928.

A very luxurious banquet was served at the meeting by the Sunday School Class of Mr. Weber and it was generally conceded that this was the finest meal that had been served at any of the district meetings.

Mr. Weber and Mr. Huston were very congenial hosts and everyone went to their homes feeling that another profitable meeting in the interests of better business conditions had been spent under the auspices of the Western Grain Dealers Ass'n.

Among those in attendance were: Geo. P. Gaul and Elta Archer, Mediapolis; P. P. Schowalter and L. R. Schrock, Wayland; Harold F. McLeran and Ernest A. Hayes, Mt. Pleasant; O. A. Talbott, Keokuk; W. Fay Collins, Letts; J. B. Owens and W. C. Boyle, Morning Sun; J. H. Huston and G. A. Weber, Columbus Junction; C. M. Bailey, Danville; E. A. Milligan, Jefferson; Orrin D. Johnson and C. A. Johnson, Oakville; Harlan Gossick, Fairfield; Theo. N. Beckman, F. O. Allshouse and R. W. Baxter, Burlington; H. A. Baxter and Walter Little, Washington; O. E. Courtis, Winfield; J. K. McKee and James McKee, Conesville; Elmer Shipman, F. G. Wright, M. L. Dailey, H. Limbocker and Joe Torbert, Wapello; A. D. Hayes, New London; R. E. Watkins, Yarmouth; O. H. Holland and D. O. Milligan, Des Moines.

The Spanish government has authorized the importation of 1,600,000 bus. of wheat immediately.

Claims to Be Included as Assets.

The Board of Tax Appeals at Washington, on Jan. 28, decided against the Farmers Elevator & Exchange, Wapello, Ia., in the matter of a deficiency in taxes for 1919, amounting to $1,746.65.

Most of the claim grew out of a revaluation of poultry.

It was argued that claims against transportation companies should not be included in the balance sheet at more than one-half their face value. Such claims amounted to $900 at the beginning of 1919 and to $2,400 on Nov. 30, 1919. In 1920, adjustments were made by which the company received $1,200.

The Board held that the unsettled and unadjusted portion of the claims might properly be written off as of the year 1920.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Upland, Neb., Feb. 13.—About one inch of rain fell during the first week of February which has been of great benefit to the growing wheat.—N. Ostergaard, mgr., Farmers Union Co.

Galesburg, Ill., Feb. 10.—Weather very soft. Do not think it very good for winter wheat. No snow so far this winter to cover it. Quality of corn poor, very much moisture and some damage.—E. Larimer, mgr., Farmers Galesburg Elvtr. Co.

Topeka, Kan., Feb. 10.—The average protein content of wheat inspected for the first seven months of the 1927-28 crop year was 12.48%. During the corresponding period a year ago the average was 13%.—T. B. Armstrong, State Grain Inspection Department.

Kansas City, Mo., Feb. 16.—We have had considerably less moisture since Sept. 1 this crop year than we had last year previous to Feb. 1. With the exception of about three million acres of wheat in Northwest Kansas, Western Nebraska, and Colorado, there has been sufficient moisture for the time being. This is not the growing season, however. It is very evident, nevertheless, that we will need more than an orinary amount of moisture, and favorable conditions of all kinds from now on to overcome the lack of moisture up to date. The total amount of wheat acreage south and west of the Missouri river is about twenty-five million acres, or over one-half of the total winter wheat area of the United States. Generally speaking, we would say that practically all of this is, at the present time, in a satisfactory condition as far as immediate needs are concerned. — Shannon Grain Co.

We would like to say something about the probable movement of grain prices for the next month, but how can we dare to attempt it when we see how the wise ones who are attempting it at Manhattan missed it last month, when they said that in the 30 or 40 days to follow that period lower price for both wheat and corn would prevail, now they say: "Steady to lower" for wheat and "seasonal improvement in corn prices," during the next 30 to 40 days. There is an old saying that "if you copper the grain prophet" (that is go contrary to his prediction) "you will make money." How can any one undertake to tell what grain prices will be from one day to the next, much less what they will do for a period of 30 to 40 days, when so many elements of change are constantly occurring.—Murphy Grain Co.

Speculation and Politics.

Congress has been making a great to-do recently against the Department of Agriculture because of its commodity price forecasts, chiefly in cotton. The Senate has passed the Mayfield bill prohibiting the Department of Agriculture and the Department of Commerce from including in any report or publication any prediction with reference to cotton prices. The penalties for violation are severe. The grain trade does not seem to have taken the matter quite so seriously, possibly because it has a greater sense of humor. Every now and then the department comes out with some illuminating remarks to the effect that if the world continues to increase the acreage of a certain grain, and if nature provides average yields or better, supplies are likely to be large, and prices will probably not advance. We once knew a schoolboy who had just finished reading his first treatise on economics, and he talked in much the same fashion, but nobody passed any resolutions against him.

However, when the department becomes more specific in its efforts to foretell what prices are going to do, it demonstrates the same human fallibility as some of the rest of us poor mortals who spend most of our waking hours and some of the others, trying to determine that same little thing. For example: During the recent congressional hearings on this subject, Representative Charles Adkins of Illinois asked Mr. Lloyd Tenny, of the Department of Agriculture, if the department could forecast the trend of corn prices. After reading a statement covering the usual trend of corn prices, Mr. Tenny wound up with the following remarks, which we quote from a ticker report of Jan. 21st: "Last year prices remained at nearly the January level until May, when the lateness of the new crop caused a marked advance in prices. Present indications are that the trend of prices for the next few months will not be materially different from last year, as feeding requirements will not be much greater than a year ago. Farm supplies are about the same, and the difference in price which might be expected, due to location of crop, is already accounted for by the higher level of prices which prevails this year."

Bear in mind that this was about the middle of January when the price of the Chicago May corn future was around the 90 cent level. Since then prices have advanced almost 10 per cent, a very substantial rise, considering the fact that during this period there has been an extremely heavy run of corn to market and large accumulations in the visible supply.

We suggest that Mr. Adkins again ask the department whether they are able to forecast the course of corn prices. We further respectfully suggest that he ask the department whether speculative buying has not been largely responsible for the price advance, and that he further ask whether the farmer has not benefited to the extent of untold millions of dollars because of the existence of a speculative market. We suggest that he ask them whether this would not have been true even to a greater extent were it not for bothersome regulations requiring reports of a character that drive innumerable potential buyers out of the market.

We have been so accustomed to seeing the poor speculator kicked from pillar to post, and pictured as the farmers' Nemesis by every political demagogue, who was seeking rural votes, that we would like to see him dressed up in the role of Santa Claus for a change, and recognized as a benefactor of the producer. We know it will come hard, but for the sake of variety, give the devil his due, just once.—Siebel C. Harris, of Cross Roy Eberhart & Harris.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Vancouver, B. C., Feb. 10.—Grain shipments for the month of January totaled 35,587,003 bus. compared to 17,038,335 during the same period last year.—Merchants Exchange.

Springfield, Ill., Feb. 22.—One-half to two inches of snow fell generally in the central and southern divisions, with two to six inches in the north on the 17-18. Wheat and alfalfa were subjected to freezing and thawing this week. Much has been winter killed.—Clarence J. Root, meteorologist.

Indianapolis, Ind., Feb. 21.—Corn continues to arrive here in poor condition, still it commands attractive prices when its quality is taken into consideration. Today one car from Illinois which contained 25% moisture, 28% damage and weighed but 47 lbs. to the bushel, was sold for 73c. A week or ten days of cold weather would result in better grades.—Steinhart Grain Co.

Scotts, Mich., Feb. 22.—There are quite a few potatoes left; however, trucks have been distributing these to the local markets, paying the grower all they are worth f. o. b. cars, graded up U. S. No. 1, so this Southern Michigan section has shipped only a very limited car lot of potatoes. Everything was marketed by truck.—White Bros.

St. Joseph, Mo., Feb. 10.—Receipts for the month of January, compared with those of January, 1927, in bus., were as follows: Wheat, 659,400-441,000; corn, 1,893,000-933,000; oats, 96,000-78,000; rye, ...-1,500; barley, ...-1,750; kafir, 1,500-.... Shipments similarly compared were: Wheat, 131,600-85,400; corn, 1,344,000-552,000; oats, 18,000-16,000; rye, ...-12,000.—Sec'y N. K. Thomas.

Montreal, Que., Feb. 10.—Receipts for the month of January, compared with those of January, 1927, in bus., were as follows: Wheat, 1,000,429-891,912; corn, 29,950-37,470; oats, 440,488-423,518; rye, 1,500-10,574; barley, 104,417-115,739; flaxseed, 50,490-58,202. Shipments similarly compared were: Wheat, 18,954-48,838; corn, 2,078-15,099; oats, 18,014-65,385; barley, 212-68,886.—Sec'y J. Stanley Cook.

Denver, Colo., Feb. 10.—Receipts for the month of January, compared with those of January, 1927, in bus., were as follows: Wheat, 490,000-284,200; corn, 284,200-425,600; oats, 62,000-58,000; rye, ...-4,500; barley, 88,000-30,400; kafir, 1,100-3,300. Shipments similarly compared were: Wheat, 9,800-18,200; corn, 186,000-228,000; oats, 30,000-28,000 rye, ...-1,500; barley, 33,600-....—Sec'y H. G. Mundhenk.

Peoria, Ill., Feb. 10.—Receipts for the month of January, compared with those of January, 1927, in bus., were as follows: Wheat, 82,800-105,100; corn, 2,682,450-2,425,700; oats, 703,800-727,400; rye, 2,400-....; barley, 412,000-109,800; mill feed (tons), 36,150-32,160; hay (tons), 410-2,600. Shipments similarly compared were: Wheat, 70,800-62,400; corn, 963,300-1,238,200; oats, 610,200-532,950; rye, 8,400-....; barley, 319,200-46,200; mill feed (tons), 46,311-37,480; hay (tons), 100-410.—Sec'y John R. Lofgren.

Grain dealers use various methods for letting the driver on the scale know when he has been weighed. One has a little bell outside that is actuated by a cord hanging near the scale beam. Others use a door bell operated by a couple of dry batteries. Some use a speaking tube, crudely fashioned, but none the less effective, with a funnel shaped opening at each end, and the driver need not get off the wagon or truck for such communication as is necessary. Any of the methods will relieve weighman of the necessity of opening windows and suffering a blast of cold air or running out in the cold. Such devices save time and labor for the elevator operator and increase his efficiency accordingly. The most practical device I have seen for grain dealers issuing scale tickets is an extension arm which holds fast the scale ticket and passes it out so farmer can reach it without stretching.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

	Feb. 10.	Feb. 11.	Feb. 13.	Feb. 14.	Feb. 15.	Feb. 16.	Feb. 17.	Feb. 18.	Feb. 20.	Feb. 21.	Feb. 22.	Feb. 23.	Feb. 24.
WHEAT													
Chicago	129¾	130⅜	*	130½	130⅛	133	131⅞	132½	133⅝	134¼	*	133⅞	134½
Kansas City	123⅝	124⅜	*	124¼	124	126¼	125½	126⅛	127⅛	127⅝	*	127	127⅝
St. Louis (hard winter)	130⅞	131⅜	*	131¼	131	133⅝	132⅜	132⅞	133⅝	134⅜	*	134	134¾
Minneapolis	125⅜	126	*	125¾	125¾	128½	127	127½	128⅝	129¼	°	128¾	129½
Duluth (durum)	126⅞	127⅝	*	127⅛	127⅛	130½	130	129¼	130⅝	131⅛	*	124½	125
Winnipeg	134	134½	134⅞	134¾	134⅞	136¾	136⅛	136⅝	137¾	138	139	138	138½
Milwaukee	129⅞	130½	*	130½	130¼	133⅛	132	132⅜	133¾	134¼	*	134	134½
CORN													
Chicago	94¼	95⅞	*	97⅛	98	98⅛	97⅛	97⅝	97⅝	99⅝	*	98	97⅝
Kansas City	86⅞	88⅜	*	89⅝	90⅜	90¾	89⅞	90	90⅛	91⅞	*	90¼	90⅛
St. Louis	95⅜	96⅞	*	97⅝	98⅝	98⅞	97⅞	98¾	98⅛	100¼	*	98⅝	98¾
Milwaukee	94¼	95⅞	*	97⅛	98	98¼	97¼	97⅝	97⅝	99⅝	*	98⅛	97¾
OATS													
Chicago	55¼	55½	*	55½	55⅝	55⅞	55⅝	55⅝	55⅝	56⅛	*	55⅞	56
Minneapolis	52⅛	52¼	*	52½	52½	52⅞	52½	52⅝	52⅝	53	*	52⅞	52½
Winnipeg	63⅜	63½	63⅝	63⅜	63½	64⅛	63⅜	63¾	64¼	64⅜	64¾	64⅛	64⅞
Milwaukee	55¼	55⅝	*	55½	55⅝	56	55⅝	55⅝	55⅝	56⅛	*	56	56
RYE													
Chicago	109½	109⅝	*	109¼	109½	111	110	110⅞	111⅜	111¾	*	111⅝	112½
Minneapolis	102¼	102¾	*	102⅛	102⅜	103⅞	103	103½	104⅜	104⅞	*	104⅝	104⅞
Duluth	106¼	106¾	*	106⅜	106½	108⅛	107⅜	107⅝	108⅞	109⅛	*	108¾	109⅝
Winnipeg	106⅝	107⅝	108¼	108⅜	108¼	109¾	108½	109½	109⅞	110¾	111⅜	111	111⅜
BARLEY													
Minneapolis	81½	81¾	*	82¼	82	83	82¾	83⅛	84½	85	*	84⅞	87
Winnipeg	88¼	88⅞	88⅞	88¾	89¼	90½	89¾	90⅛	90⅞	91	92	91⅛	92⅝

*Closed—Lincoln's Birthday. *Closed—Washington's Birthday.

Farmers Grain Dealers of Ohio Discuss Trying Problems

The thirteenth annual convention of the Farmers Grain Dealers Ass'n of Ohio, held at Toledo, Feb. 21 and 22, in the Waldorf Hotel, was called to order promptly at 11:00 a. m. by President N. G. Bennett, of McComb, O.

BILL CUMMINGS keyed up the crowd of a hundred or more with the National Anthem, Bill at the piano, Fred Mayer at the baton.

FRED MAYER, president of the Toledo Produce Exchange, welcomed the delegates with his humorous wit. His cordial greetings were heartily received.

OSCAR SLOSSER, Fostoria, mixed clever stories to illustrate his response. Mr. Slosser expressed the gratitude of the assembly for Toledo's ever-ready welcome, concluding with an optimistic expression for the future.

PRES. BENNETT, in his annual address, emphasized the good fortune of member elevators this past year in making a profitable showing. The importance of expressing desired action of Congress was stressed. Tariffs on imported agricultural products came in for a specific demand. The value of organization was declared in detail. Conducting a side line business on a credit basis was dealt a knock-out blow, and justly. Uniformity of seed quality and variety, a pertinent problem costing producers of the state dearly, was brought to attention. Illustrating the predicament, a car recently arrived at Toledo with three distinct kinds of grain therein, and naturally suffered a heavy discount.

Only two elevators failed in the past year, in both instances from over competition—too many elevators. Only one manager in the thirteen years' existence of the organization has gone wrong, the only case in which the bonding company has had to pay out.

A SONG, "My Ohio," followed.

PRESIDENT BENNETT called attention to the exhibits of manufacturers catering to the grain trade, and solicited examination of the displays.

Resolutions Com'ite appointed: Leon Gove, Avery; Roy Forsythe, Wayne; and Judge Palmer, Defiance.

C. G. McCOLLUM, Indianapolis, spoke on Co-operative Buying.

FRED POND, secretary Buffalo Corn Exchange, showered the session with an avalanche of humor, and encouraged grain shipments for Buffalo.

Tuesday Afternoon Session.

"SMILES" was the tune starting off the second session, joined in by well over 200 voices.

C. V. TRUAX, State Director of Agriculture, emphasized the importance of the proposed corn borer eradication program, involving some $10,000,000, as last year. Mr. Truax insists that "Where Agriculture Fails, the Empire Fails." History, repeating itself in definite cycles, shows agricultural depressions were the cause of the downfall of all past dominating empires. Following this trend of thought, Mr. Truax painted a dismal picture of "agriculture's progressive decline," comparing controlled price and production of industry with the uncertainties of both features as experienced by Agriculture.

Competition with foreign grain grown on cheap land, raised with a minimum labor cost, were considered, with the conclusion that farming efficiency must be mightily increased, taxes reduced, etc., or else our coming productive class must satisfy himself with longer and harder work at lower wages.

The large number of bank failures in Ohio the past 18 months, exceeding the number the past 18 years, was pointed to as an indicator of the trend. Mr. Truax maintained the bankrupt condition of agriculture was a deliberate step on the part of the federal government.

Remedial measures, in his opinion, include either repealing all protective tariff enjoyed by other industries or else protecting agriculture with similar high tariffs. Mr. Truax concluded with a strong solicitation for support of the McNary-Haugen bill. His words literally flowed with streamlike continuity, many permitting oratory to down reason.

A MALE QUARTET comically dressed up as back-hill hicks, sang a number of humorous songs.

PEARL BURKET, Rawson, on "Where Do We Go from Here?" gave a history of the farmers co-op movement.

A. Z. BAKER, Cleveland, president and general manager Cleveland Union Stock Yards, enumerated the stages of development thereof up to the present.

O. W. COLE, Jenera, on "Operating a Farmers Elevator on Less Than Three Per Cent," gave a laughable "Comedy of Errors," thoroughly enjoyed by everyone.

The meeting adjourned at five.

Banquet.

A tasty six-course rosta-biff dinner was well served in the commodious ball-room of the Waldorf. Some 276 indulged. Bill Cummings' "Tunetinker Lassies," a harmonizing, syncopating group of nine girls, tuned up the gathering with their "hot" music. Songs interspersed.

The Toledo Produce Exchange distributed silver Conklin pencils to the ladies by Louis Schuster, chairman of the Entertainment Com'ite.

Carnations were pinned on the women by Wright McConnell of McConnell Grain Corporation.

ALLEN A. STOCKDALE, D. D., Toledo, was the exceptionally brilliant speaker chosen for the after-dinner address. His thought-stimulating words were well received.

FRED MAYER and Fred Pond concluded the evening's program.

Wednesday Morning Session.

PRESIDENT BENNETT called the third session to order at 9:30, with nearly a hundred and fifty present.

"Reminiscences of the Farmers Elevator Movement in Ohio" was first on the program, covered by Wm. Jackson of Grelton, which, as the title implies, was a historical outline.

I. M. JENNINGS, Beaverdam, on "Can a Farmers Elevator Operate on a Cash Basis?" asked for the hands of those running on such basis, but none were shown; asked for the hands of those whose book accounts were "good," with the same results. He thereupon proclaimed it was a "sin" to extend credit indefinitely, and how by educating one's clientele to a 30 days basis the business and profits can be materially increased and the amount of capital necessary for operation reduced.

J. W. McCARDLE, Indianapolis, surveyed the credit system as employed by himself in operation of a line of elevators in Indiana. Mr. McCardle carries book accounts and even loans farmer-patrons money without interest.

The issuing of monthly crop reports by the U. S. Department of Agriculture was scored. This led to censure of government in business. Mr. McCardle says there is one officeholder in this Republic for every nineteen persons. One government crop report a year, on January first, collected by the tax assessor, would be ample in his program.

The McNary-Haugen bill came in for a thorough and well thought out discussion of difficulties to be encountered with adjusting the much debated "equalization fee" feature, and what a stimulus to production the "fee" would give. The bill offers no relief to the producer in the final analysis. Mr. McCardle suggested that farmers would not reduce production, particularly because taxes on him are so high. To relieve high taxes all non-taxable securities would be made taxable in Mr. McCardle's program. The Government's non-taxable railroad in Alaska is costing $4,800 a day, being paid for by income, inheritance, and gift taxes, all of which sources of revenue he did not approve.

In concluding, Mr. McCardle warned of the growing menace of the "reds" in this country.

"SOME CANS and Can'ts in Operating a Grain Drier," by Charles B. Krohn, Deshler, who operates a "Randolph," was mostly "cans," except for the obvious impossibilities. The question of raising grades by drying was interestingly covered in detail.

J. A. VORE, Cairo, on "Is the Oil and Gasoline Business a Profitable Side Line for Farmers Elevators?" replied in the affirmative, the obvious elements determining possibility of success excepted.

L. G. FOSTER, Ohio State University, Columbus, who has just completed a survey of elevator operation costs, emphasized the importance of a reserve for bad accounts. The definition of "cash" varies over the state, Mr. Foster found in conducting his investigation, from "spot" to six months. If elevator operators pretend to get cash, they need to set a time limit and stick to it—charging interest every 30 days to those who fail to pay.

The side-line business in Ohio is the mainstay of grain elevators today, but those seeking cost sheets on every commodity stand the best opportunitly of succeeding financially.

Mr. Foster's enlightening advice was appreciated, managers respecting the fund of knowledge he gains through active association with operators, their cost sheets and their problems, and his ability in formulating definite constructive conclusions based upon his findings from investigations.

Following the appointment of a com'ite to

N. G. Bennett, McComb, O., Pres.

investigate the advisability of organizing a collective buying unit of the association, the session adjourned for luncheon.

Wednesday Afternoon Session.

"Trucking, One of the Necessary Services Rendered by Farmers Elevators," by M. M. Perkins, Valley City, opened up the afternoon session. The rapidly changing grain business requires trucking service today in the distribution of the merchandising end of the business—the most important and most profitable end.

PRES. BENNETT dwelt on the technicalities arising in connection with doing a trucking business without conflicting with the state Utilities Act.

OSCAR SLOSSER advised against mixing poultry starting feeds unless thoroughly versed therein, recommending handling of commercial chicken feeds. Grinding and mixing of other feed requirements is often demanded of the elevator, using the patrons own pet formula, however it was recommended that a good and complete line of commercial mixed feeds be carried.

L. C. Schmunk, Rocky Ridge, spoke briefly on his experiences with a hammer mill.

B. A. WALLACE, Ohio State University, Columbus, covered the subject of "Income Tax Exemptions." His words were to the point, and his logic irreproachable.

Adjourned to Wednesday afternoon.

THE CLOSED SESSION followed with the customary procedure of reports.

Resolutions adopted were as follows:

Resolutions Adopted.

RESOLVED, That we extend to President N. G. Bennett and Secretary C. S. Latchaw compliments of the Association for their efforts in promoting its interests.

RESOLVED, That should a clean-up against corn borer be required by the Department of Agriculture, then we demand that the money appropriated for this purpose be paid to the farmer who does the actual work.

RESOLVED, That an organized effort be made to stop the allowances of rate increases granted the public utility companies by the Utility Commission.

RESOLVED, That recommendations be made that the laws governing the Federal Land Bank be amended so as to allow young men starting into the farming industry a larger borrowing capacity on his land at a lower rate of interest.

RESOLVED, That we reaffirm our stand on increased national waterways.

Election of Officers.

Last years' officers were re-elected. They are N. G. Bennett, McComb, pres.; Will Horn, Castalia, 1st vice pres.; L. C. Schmunk, Rocky Ridge, 2nd vice pres.; Charlie Latchaw, Defiance, sec'y. Directors chosen are C. B. Krohn, Deshler; John H. Myers, Westerville; F. M. Randolph, New Lexington, and Wiley Jackson of Holgate.

Exhibitors.

PROGRAMS were distributed by Southworth & Co.

Royster's Fertilizer samples were available for inspection.

JOE M. BELL distributed Bauer Bros. Feed Mill literature and photographs.

Colonial Salt Co. showed salt samples in different forms. Blotters were distributed.

CONKEY'S line of poultry and dairy feed samples were in charge of R. H. Blanchard.

MORTON SALT CO. exhibited salt in its various commercial forms, in care of O. W. Meyer.

DIAMOND SALT CO. exhibited samples of its product, in charge of E. C. Nordstrom. Pencils were distributed.

Power Shields designed to uproot the corn stubble, the winter hibernation of the corn borer, were on display by F. E. Rosekelly.

RED TOP STEEL FENCE POSTS specimens were available for inspection, in charge of Ralph Thomas. Cigars were passed out liberally.

REGISTRATION was in charge of Harold DeLand, assisted by Harvey Pyle, both of the Grain Dealers' National Mutual Fire Insurance Co.

THE TOLEDO GRAIN & MILLING CO. had samples of a complete line of mashes, scratches, and other poultry feeds. Handy blank note books were passed out.

Manila fiber (banana tree of Philippines) and sisal fiber (cactus plant from Yucatan) binder twine was exhibited by the (Jackson) Michigan State Industries, in charge of J. L. Cline.

KEYSTONE STEEL & WIRE CO. distributed literature on fencing, handy leather note-books, pencils and cigars. The display was in charge of Geo. H. Haas and Lester G. Schraub.

THE SIDNEY GRAIN MACHINERY CO. distributed literature on feed mill equipment, including the products of the Anglo-American Mill Co. Pencils and handy scratch pads were distributed.

N. M. Paterson & Co., Ltd.

The Paterson Elevator at Fort William, illustrated in this number of the Journal, had its inception 13 years ago, when N. M. Paterson started in the grain business. It is only a chapter in the successful career of this enterprising Canadian. N. M. Paterson, known in every business center of the continent as merchant, manufacturer, the owner of a fleet of boats, keen financier, active in civic and national affairs in Canada, and a staunch friend. This recitation of kilowatts, cast iron and concrete, would be very prosaic, without the romantic background of this courageous Canadian, who began his business career with less than no cash capital, but who, endowed with rare vision and an ideal, assumed heavy responsibilities, and discharged them faithfully, and, clinging to sound principles, built up a business, reaching from the Canadian prairies, to the St. Lawrence—not by detracting from the success of others, but by the creation of new wealth.

The Paterson Steamships, Ltd., has a grain carrying capacity of 4,000,000 bus., and the N. M. Paterson & Co., Ltd., has storage capacity for grain, in its country and terminal elevators, of 5,500,000 bus. Both maintain headquarters in Fort William, Ont.

The N. M. Paterson & Co., Ltd., has 101 country elevators, which have a capacity of about 30,000 bus. each; 22 coal sheds, a terminal elevator in Winnipeg with a capacity of 120,000 bus., a terminal in Fort William of 2,500,000 bus. capacity, and an inland elevator with a capacity of 80,000 bus., called an Oat Bagging plant. The country elevators in the West are located about evenly between Manitoba and Saskatchewan, only one being in the Province of Alberta.

The company transports its grain from Fort William to Montreal in its own steamships. After its loss of the SS. "Altadoc," it still has a fleet of twenty-six boats. Seven, now being built at Newcastle-on-Tyne, England, are of canal-size, 257 ft. by 43 ft. 4 in. (beam) by 20 ft. (moulded depth), with a carrying capacity of 95,000 bus. on 14 ft., and will be named SS. "Cartierdoc," SS. "Troisdoc," SS. "Mondoc," SS. "Newbrundoc," SS. "Lavaldoc," SS. "Soreldoc," SS. "Novadoc."

The fleet, operated on the Great Lakes, and used for winter storage of grain, includes the SS. "Fort Willdoc," 7,000 tons; SS. "Windoc," 7,000 tons; SS. "Soodoc," 7,000 tons; SS. "Vandoc," 7,000 tons; SS. "Canadoc," 7,000 tons; SS. "Mantadoc," 7,000 tons; SS. "Ontadoc," 7,000 tons; SS. Saskadoc," 7,000 tons; SS. "Bricoldoc," 7,000 tons; SS. "Prindoc," 5,600 tons; SS. "Quedoc," 4,500 tons; SS. "Calgadoc," 3,500 tons; SS. "Thordoc," 3,500 tons; MS. "Yukodoc," 3,500 tons; SS. "Lachinedoc," 3,500 tons; SS. "Hamildoc," 3,500 tons; SS. "Kingdoc," 3,500 tons; SS. "Torondoc," 3,500 tons; SS. "Wellandoc," 3,500 tons.

Eleven of the largest vessels must stay in the Upper Lakes; the others can go through the Welland Canal to Montreal, with a total carrying capacity of 4,000,000 bus.

During the season just closed, Paterson & Co., Ltd., carried approximately 43,000,000 bus. of grains and 700,000 tons of coal, in addition to 10,000 cords of pulpwood and 10,000 tons of stone. A great deal more freight will be carried during the coming season of navigation.

Norman McLeod Paterson, head and principal owner of these various successful enterprises was born in Portage-la-Prairie 45 years ago and was educated in the public schools of Portage and Wellesley Collegiate Institute, Toronto. After several years in the railroad business he engaged in the grain business with his father, H. S. Paterson at Winnipeg and in 1908, he established the firm of N. M. Paterson & Co., Ltd., at Fort William with a grain commission business in Winnipeg.

In addition to his extensive grain interests Mr. Paterson is a large stockholder in the Winnipeg Grain Exchange Building, is largely interested in the Fort William Paper Co., the Kaministiquia Power Co., the Kaministiquia Lumber Co. and the Canadian Fish Net Co. He is actively concerned with the affairs of Canada and Fort William. He is chairman of the Fort William Board of Trade and general chairman of a move to build a new and modern hotel in Fort William. He holds stock in many other Canadian enterprises and is planning the development of the mineral resources of the Fort William district.

In telling of N. M. Paterson, Mr. D. B. Fegles of Minneapolis recently wrote:

As to the man, it is difficult to discuss Mr. Paterson's characteristics without becoming effusive. Among Mr. Paterson's interests of a more general nature is his membership in the Windigo Hunt Club, where he, and other kindred spirts, have hunted the large game of that territory for many years.

Mr. Paterson is an enterprising business man of keen vision, and an indomnitable courage. No situation is too tough for him to tackle, and no reverses dampen his spirit. Altho possessed with rare qualities, he is kindly, absolutely fair, and his pledged word is sacred. He is easily touched by any worthy appeal for help, and is a consistent and generous donator to all of the worthy causes in his vicinity.

Altho Mr. Paterson's interests are as wide as Canada, he lives in Fort William, connected to the outside world by private wires and radio, to which he is a devoted enthusiast. He has a family of six children, and nothing is allowed to interfere with his daily enjoyment of his contact with this fine family.

N. M. Paterson, Fort William.

N. M. Paterson's Rapid Cleaning Elevator at Fort William, Ont.

The burning of N. M. Paterson & Co.'s workhouse to Elevator "O" on the Kaministiquia River in Fort William, Ont., in December, 1926, did not put the storage annex out of business, but greatly reduced its handling capacity, so contracts were quickly let to the Fegles Construction Co., for a rapid handling fire-proof workhouse with 22 concrete storage tanks of a million bus. capacity. Work was begun Feb. 1 and the new house was completed and received grain to the middle of October. Many improved features incorporated in the new house are attracting the attention of elevator operators generally. The arrangement of the cleaning machinery is a radical departure from that followed at the head of the lakes for the last twenty years and greatly reduces the handling of all grain needing cleaning, reduces the cost of handling and expedites the movement of dirty grain from cars to bins for cleaned grain. All grain is cleaned as it is received, effecting a reduction in the cost of handling and in the abrasion of the kernels. When the house is closed for the night it contains nothing but cleaned grain ready for shipment.

The site of the new workhouse was occupied by a wood workhouse from 1916 until December 17, 1926, when the old workhouse was burned. The concrete storage tanks to the right of the new workhouse were built in two units by Fegles Construction Company in 1918 and 1922, and served as storage annex to the wooden workhouse "O." The small cupola, central in the block of original storage, houses a lofter leg and scale. This leg serves a marine leg, shown in our illustration of the complete plant. After the destruction of the wood workhouse this leg and scale were used to handle grain in and out of the concrete storage tanks turning this stored grain over, and shipping it out to boats or cars. This leg also serves a pneumatic conveyor which conveys grain under ground thru a 12 in. pipe, a distance of 1200 ft. from Paterson's Elevator "K," a small wooden receiving and cleaning house.

Altho the concrete storage tanks were only 65 ft. from the wood workhouse when it burned and altho the fire was one of intense heat, and the wind was toward the storage, very little damage was done to the tanks. Grain in the end tanks nearest the fire was slightly damaged, but the structure, itself, did not need repair except a coat of cement wash to cover the smoke discoloration.

The wood workinghouse and contents were a total loss. The debris was cleared away, the old concrete foundations drilled and blasted out, and work on the new workhouse, unloading trackshed, and new storage unit to the left of the workinghouse was started about Feb. 1, 1926.

A Randolph Drier of 750 bu. hourly capacity was rushed from the factory and installed in one of the end storage tanks to protect grain in storage. About 500,000 bu. of grain was run thru the drier in the winter of 1926-27. This was possible with little inconvenience because of the foresight in providing the auxiliary leg and scale, when building the original concrete storage, a precaution commended to all owners of concrete tanks used with wood workhouses. Grain can be spouted direct from scales of the new workhouse to the 3500 bu. garner above the drier, and dried grain is returned to the new workhouse by a 36 in. belt to a receiving leg boot.

The new workhouse was designed to meet present day needs. Altho there has been a radical change in the grain crop of Western Canada and in its handling at Fort William, no material change in elevator design had been made for years. Full advantage was taken of every improvement in grain handling equipment with the result that the new house meets all requirements.

The size of the workhouse is fixed by the requirement of floor space and housing for the mechanical equipment necessary to do the day's work. The designers demanded that the whole unit be in balance, and refused to spend money for equipment or space that would be idle part of the time. Bins of proper size and of proper arrangement are provided for cleaning, shipping, and the temporary storage of dust and screenings but not for grain storage.

The design was built up on the theory that grain must be handled a minimum number of times, and at high speed. This reduces invisible loss, labor and power consumption. In all phases of operation, grain moves from its receiving scale in the most direct path to its ultimate position in storage. The workhouse was designed to accomplish this without stopping the grain and without unnecessary re-elevation.

The owners wish to receive and handle 100 cars in an eight hour day and the whole plant is built up on that hypothesis.

The trackshed contains eight 2500 bu. unloading pits arranged in two rows under four tracks. Grain from the pits of each row is carried to the boot of a receiving leg. All pits of each row are interlocked so that only one pit at a time may discharge grain to the 36 in. receiving belt under it. At shovel positions on C. N. R. tracks, power driven car door removers are installed. The trackshed spans the four tracks, clear with no columns. Its struc-

Steel Hoppers of Cylindrical Bins in New Storage Annex of N. M. Paterson & Co., Ltd., Elevator at Fort William, Ont.
[See facing page, outside front cover and pages 238–239.]

tural steel frame is covered with a concrete roof.

In the trackshed, at rail level, is a powerful four-drum car haul of improved mechanical design. A heavy shaft extends across the whole trackshed just below rail level, and on this shaft are mounted the cable drums. The drums are driven by cone frictions lined with copper woven asbestos. These frictions are split for quick relining and are operated by levers immediately beside the drum, where the operator can see the cable winding and have a clear view along the cars being moved. A 50 H. P. motor drives the car haul thru a rope drive and gear reduction, this type of drive being selected to cushion the shock.

The four double power shovels are driven by individual motors direct-connected to the shovel shaft thru a gear reduction set.

The workhouse necessary to house the equipment and provide adequate space for operation was built of reinforced concrete, all fireproof, conservatively designed by a capable engineering staff, and rests on wood pile foundations. Its size in plan is 58′0″ wide (4 bays) by 86′0″ long (5 bays), its height from the top of a solid 34″ concrete matt to the roof is 195′, it contains 44 bins having a total capacity of 175,000 bu. ranging in size from 2500 bu. to 7500 bu. each. Garners and receiving pits are not included in the above capacity. The grain having been elevated to the top of the workhouse by two receiving legs is discharged into two 3,000 bu. garners. The receiving legs which are capable of elevating 15,000 bu. per hour have steel leg casings, head ventilators, steel boots with Edmonds automatic takeups, deflector pulleys, 7-ply 32 oz. rubber belts, and elevator cups of home manufacture. The receiving legs are similar to all the other legs in this plant.

Each leg has an individual motor drive to a double helical, cast-iron encased, oil-immersed gear reduction set to the head shaft. A flexible coupling protects the motor shaft and another flexible coupling is introduced between gear set and head shaft. Each head is protected against reversal under load by a backstop built into the gear set. The designers felt that the prevention of reversal was not, in itself, sufficient. They were determined to relieve the operator of the onerous task of digging out choked boots. First, they provided an interlock between head motor and receiving belt motor, which stops the receiving belt when the receiving leg head pulley stops; second, they provided a motor of such characteristics that even with the belt fully loaded, and hanging on the backstop, the motor will exert sufficient initial torque to start up under this dead weight (about 200% of running torque), and at the same time this motor will run under normal load with normal current demand and normal efficiency. The gear sets are said to be nearly 100% efficient. The motors are of a type known as "high torque," "deep bar," or "Double Wound." It is claimed this motor was first developed for elevator work at the insistence of the Fegles Construction Co. for use in the Port Richmond Grain Elevator, which was designed by it.

All legs may be stopped (but not started) from the scale floor office, so that the use of power can be promptly and conveniently discontinued at the conclusion of an operation.

Having described the leg machinery, we will return to the grain we left in the 3000 bu. garner. Altho the garners are of large size, an electrical tell-tale device is installed in each garner to notify the scale floor should a garner fill up to the head spout. Upon receipt of this notice, the scale floor operators can immediately stop the leg motor, and it is stopped with full confidence that it can be started again, under full load.

Grain from each of the four garners is dropped into a 2500 bu. hopper scale of which there are four, two receiving and two shipping. A 2,000 bu. car of grain is dropped from the garner in less than one minute, and the scale clears in three minutes. All scale hoppers are cylindrical in shape, made of steel plate with conical bottoms for sure and quick cleaning. Rivets in the cone bottom are countersunk on the inside. A weight shelf is built into the scale frame. Each scale hopper is, of course, provided with peek hole, hand hole, curtain seal, inspection door, ladder, and safety legs. Each scale hopper has a large vent to equalize grain and air pressure.

The scales are pedestal type, solid cast levers, fully equipped with adjustment and compensating devices. Scale beams are type-registering on a steel and cast iron standard, and each scale is equipped with weight-lifting device. The scales are so sensitive that the weight of Chief Weighmaster White's jackknife will lift the counterpoise.

From the receiving scale hoppers grain is spouted thru universal or "Mayo" spouts to belts leading to storage, to boat shipping bins, to car spouts, to drier, or to workhouse bins over cleaners. Both receiving scales will spout grain direct into bins over any desired battery of cleaners. This was necessary in this house if the maximum efficiency was to be attained, because the several cleaning batteries are each of different kind, selected for a particular duty.

THE CLEANING EQUIPMENT: After each harvest grain comes to the head of the Great Lakes with a rush. It is a commonly accepted axiom at Fort William that the cleaning capacity is the capacity of the elevator in receiving and shipping. In Paterson's new elevator, grain of whatever kind or grade is cleaned as fast as it is received. It is cleaned, separated, or repeat-cleaned, and put into storage ready to ship with only one elevation after it leaves the receiving scale. Instead of assuming a certain size workhouse, and then putting in such machines as space might permit, the Fegles Company departed from "standard" practice, put in enough machines to do the work desired, and built a house around them.

A workhouse built along previous lines, housing as many cleaning machines as were required, would have been a large and expensive structure. If we cleaned fast, we did not need much grain storage in the workhouse. In a house of large area it is difficult, without great height, to get a gravity flow of grain from all the receiving scales to all parts of the workhouse. To clean fast, we wanted a number of cleaners in one battery, and if these are spread out on one floor, the distance from the extreme machines to a cleaning leg complicates matters. We wanted to repeat clean in one operation, and we wanted to clean grain on one kind of cleaner, and without re-elevating, clean certain products on another kind of cleaner. These requirements dictated a novel arrangement, which has proven to be most successful—TWO cleaning floors were provided below the workhouse bins.

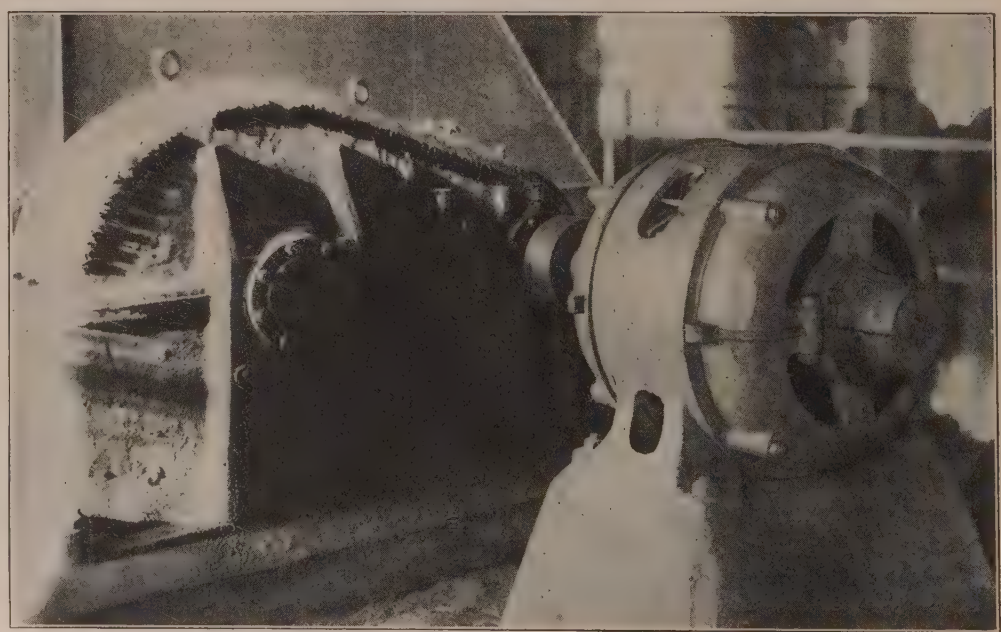
The house now has three principal batteries of cleaners, but an empty bay on two floors along one side of the house will permit of future cleaner installations, should more diversified cleaning make these necessary.

BATTERY No. 1 consists of six No. 10 Monitor warehouse receiving separators, three on the lower and three directly above on the upper cleaner floor. All six are fed from a common hopper, which is spouted to at least six 3,000 bu. bins. Either three (or any machine), may be run independently, or all six may run on the same car which is the usual procedure. The top three can discharge cleaned grain to the bottom three for repeat cleaning, or the top three will discharge direct to a cleaning leg. A cleaned wheat leg, a conveyor to a common oats leg, and a conveyor to a common screenings leg are provided for this battery of cleaners.

BATTERY No. 2 consists of two Big 5 Carter-Mayhew wheat and oat separators on the top cleaner floor, and below them, on the lower cleaner floor, two No. 11 Monitor warehouse receiving separators. This, like all batteries, may have the upper machines cleaning to either the machines below or to a cleaning leg. The lower machines may be run independent of the upper machines. This battery is served by a cleaned wheat leg, a mill oats leg and conveyors to the common screenings leg and to a common oats leg.

BATTERY No. 3 consists of six, 5-unit Emerson cylinder cleaners. Three machines on the top floor over three machines on the lower floor are arranged to work separately, or combined, and to repeat clean when desired. This battery is served by a clean wheat leg, and conveyors to the mill oats and screenings legs. In the cleaning of barley and mixtures of spring and durum, the common oats leg is used for the fourth separation. (At the time of writing only four of these Emersons are installed.)

Screenings are elevated and discharged to a 3,000 bu. screenings garner over two No. 9 Monitor screenings machines located on the scale floor. The several products are spouted direct to workhouse bins, the wheat stream being first run thru a single Carter-Mayhew disc for oat separation, and thru a second Carter-Mayhew disc for seed separation.



A Herringbone Gear Head Drive in N. M. Paterson & Co.'s New Elevator at Fort William, Ont.

[See pages 236, 237, 239 and outside front cover.]

The central bay, in which the cleaning machines are located, has twenty 3,000 bu. bins for the receiving of grain from receiving scales. In addition to these special cleaning bins, certain bins in adjacent bays reach the cleaners.

Each cleaning leg discharges to a large garner, which serves as a surge tank if the storage belts to certain bins are not available continuously. These five garners are spouted to telescope spouts in the distributing story, where cleaned grain is loaded on to the proper storage belt. Cleaned grain can be placed in workhouse bins, altho there is no purpose in making that arrangement, and it can also be shipped to car or boat without going to storage.

So successful has been this arrangement, and so well balanced the batteries of cleaners installed, that at the conclusion of the day's receipts, no more than an hour elapses until all grain is cleaned, placed in its proper storage bin, and the workhouse empty and ready for the next day's receipts.

Two shipping legs elevate grain to be spouted to boats or cars. These legs receive grain from shipping belts under storage bins or from workhouse bins. The leg casings are 50" wide, the individual motors driving them are 175 HP. each, each leg will elevate 30,000 bu. per hour, and the shipping scales and spouting will take it away after it is elevated.

The four shipping bins in the workhouse having 5,000 bus. capacity each serve two large size boat spouts. Winches are provided for handling the sleeves. A gallery, conveniently reached from the upper cleaner floor, affords access to the heads of the spouts, and the rack and pinion valves. The receiving legs can also be used for shipping.

A dust collector system takes dust from the cleaning machine collectors and from sweep-ups located at convenient points on all floors and discharges to a master collector above the dust bin in the workhouse. Dust collectors, which hang on walls, have a service walkway and ladder provided for giving them proper attention. The Day Company installed the dust collector system.

A motor-driven air compressor with receiver is located in the boiler house and air is piped to within reach of every motor in the workhouse for blowing out dust.

Adjacent to the trackshed are two grain inspectors' offices for handling samples and grading. On the first floor of the workhouse is an elevator foreman's office, and on the scale floor an office for the house weighman and another for the master weighman's representative. All offices are electric heated.

One of the receiving pits of the old workhouse remained after the fire. It was fifteen feet above lake level, dry, fireproof, roomy and one end provided light and ventilation. This was made into a welfare room for employes by removing the hopper and casting a concrete roof. It also serves as a passageway under tracks. Toilets and wash rooms are provided here and in one end a lunchroom. The welfare room is steam heated.

A passenger elevator runs from the lower cleaner floor to the head floor. This machine is of the latest direct-connected motor-driven type, fully automatic, operated with push buttons, interlocked with the enclosure doors, and protected with safety device.

An electric motor-driven winch is provided on the top floor for hoisting and lowering heavy equipment. An I beam with trolley extends the length of the house on the top floor for moving large motors and gear reducers, should that ever be necessary. Landing platforms are provided on I beams cantilevering out from the wall at each hoist door.

An employes' belt elevator serves from the basement, or dock level, to the upper cleaner floor. A sliding pole is provided for dropping from scale to distributing floor. Steel stairs with open bar treads lead from the basement to top floor.

A full equipment of signal systems is provided, including an eight station telephone system, and a ticket elevator. Between the trackshed and scale floor are colored lights to indicate the conclusion of emptying a receiving pit and showing which pit was emptied and also to signal the readiness of the scale floor to take grain. There are also signal lights between the dock, or boat spouts, and the shipping scales, and between the car spouts and shipping scales. Warning horns indicate that the car haul is about to move cars.

The whole plant is adequately lighted with electric lights inside and flood lights illuminate the dock and the tracks.

The connected load in electric motors is approximately 1400 H.P. A sub-station with synchronous condenser previously served the plant before the fire, and as very little more current is required for the new plant, this substation with minor alterations was sufficient.

The records of the Fort William Power Co. for January show that during the month the N. M. Paterson & Co. elevator handled 60% more grain per kilowatt hour than its nearest competitor and double the average amount of grain handled per kilowatt hour by all competitors at the head of the lakes.

The spouting and sheet metal work was done by the western steel products. Dominion Bridge Company furnished the steel. Dunlop and the Gutta Percha & Rubber Co. divided the belt order.

The Storage: Up stream from the new workhouse was built a new block of concrete storage tanks, resting on wood pile foundations. The storage capacity of the new block of tanks is approximately one million bushels. The capacity of the completed plant, including the original block of storage tanks, the new workhouse, and the new storage, is 2,500,000 bus. The new storage tanks are 22 in number, arranged in two rows of 11 tanks each, with 10 interstice bins. The inside tank diameter is 26 ft., and the tank walls extend 105 ft. above the heavy foundation mattress. Each storage bin has a capacity of approximately 41,000 bus. and each interstice bin approximately 10,000 bus.

The basement of the storage is open, well-lighted, and perfectly ventilated. Direct outside light reaches every part of the storage basement.

The bin bottoms, fully hoppered, have a central steel cone approximately 16 ft. in diameter, the balance of the bin bottom being reinforced concrete with hopper fill and cement finish. The slope of the steel bottom is 8 in 12, but the slope of the cement hoppering is 9 in 12.

The tops of the tanks are entirely covered with a concrete floor and roof. On the tank cover is built a reinforced concrete cupola. The storage cupola was cut entirely thru at a central point to form an expansion joint, and this joint was flashed with flexible flashing. Each storage bin is vented to the outside at the top with a vent of sufficient size to reduce the dust in the storage cupola when grain is being received into the tanks.

The cupola is amply lighted with steel sash and double strength glass and electric lights are provided in basement and over storage. Outlets for extension cords are provided at frequent intervals. The conduit and terminal castings for a future temperature recording system was installed in all of the new bins.

In the basement under the storage bins are two 40-inch conveyor belts delivering grain from the storage unit to the two shipping legs, each belt serving its individual leg.

In the cupola of the new storage are two 36" conveyor belts and two self-propelling two-pulley two-way heavy duty trippers. Grain from any scale in the cupola, or any cleaning garner in the cupola, will reach either or both new storage cupola belts, and will also reach a 36" storage belt serving the cupola of the old storage.

Provision has been made for the installation of additional storage cupola belts if the diversification of cleaning and the handling of numerous small lots makes that desirable.

Especially designed, large capacity, choke feed belt loaders take the grain from the steel bottoms of the tanks and load the conveyor belts for shipping. These loaders are special Fegles Construction Co. design, and lay the grain on the conveyor belt in a ribbon instead of attempting to pile it up in the center of the belt.

All storage basement draw-offs are provided not only with a choke feed on the belt, but have valves with double rack and pinion operating devices.

In the basement under the old storage bins is one 40" conveyor belt extending the full length of the storage but divided in the middle and separately driven. This belt delivers its grain to either of the two shipping legs by means of a cross belt. A 36" belt used for conveying dried grain extends back under the first ten tanks on the in-shore side of the old storage, so that one receiving leg can also be used for shipping.

Boston Grain Exchange Celebrates Anniversary.

Boston Grain and Flour Exchange held an all day meeting in observance of its third anniversary with election of officers during the early part of the day, business session and banquet and entertainment ending the day. The start of the program was in the Grain and Flour Exchange with the wind-up at the Hotel Statler.

Officers elected were: Pres., Albert K. Tapper, re-elected; 1st v-pres., Frank A. Noyes; 2nd v-pres., Edward H. Day. Directors, chosen for three years, are Clarence G. Newton representing the flour and feed interests; John A. Schroeder representing the grain trade; Henry E. Taylor, feed and Warren G. Torrey, flour.

Balloting took place throughout the day at the Exchange. At the Exchange, too, a flag 18 by 20 feet bearing the name "Boston Grain and Flour Exchange" in gold letters on a blue field, was flown to the breeze for the first time.

In order that none of the speakers should exceed their allotted time, a big traffic signal tower, a facsimile of those used at important street intersections in Boston, was erected at one end of the hall. This was operated by Charles A. Perry, member of the dinner committee. When a speaker neared the time limit he was given warning by switching from green to amber. When his time elapsed the signal showed red. The minute it showed red, the rest of the diners saw to it that the speaker ceased his address. Only in the case of Julius H. Barnes, former president of the U. S. Grain Administration, were the signals abandoned.

Toastmaster, Paul T. Rothwell complimented the president on building up so large and enthusiastic organization and praised the organization which has bought, within its short life, the building in which its exchange is located. He greeted the members and guests, and read congratulatory telegrams from many other organizations in New England and elsewhere.

President Tapper declared that the Exchange is going to make its new building one of the greatest in the country for the grain men, shippers and dealers.

Cyrus C. Lewis, vice president of the Buffalo Corn Exchange, brought the greetings of that organization. Melville D. Liming of the Boston Chamber of Commerce, expressed the hope that the Chamber and the Exchange would continue to work together in the many problems affecting New England. Hubert J. Horan of the Commercial Exchange of Philadelphia urged that Boston and Philadelphia get together for mutual advancement.

Development of river transportation facilities would bring Missouri River barge traffic of an average of 1,223,750 tons annually from Kansas City, is indicated in an estimate submitted by grain and milling interests thru the Kansas City Board of Trade.

Elevator Rammed by Steamship.

In the dark of night on her way to take on a cargo of grain at the Northwestern Dock, Portland, Ore., the steamship City of Osaka rammed into the Northwestern Elevator Feb. 3, crashing a distance of 35 feet into the concrete structure.

Twenty men working at the elevator ran for their lives when John S. Hanna, superintendent of the dock, saw the steamer and shouted a warning.

The lower portion of the main elevator leg, boot and loading scales were completely demolished, aside from damage to the building, the superstructure of which was damaged and piling thrust aside like pipestems. The crash bottled up 260,000 bus. of wheat in the elevator until repairs can be made, estimated to take 30 days.

The property is owned by the Oregon-Washington Railroad & Navigation Co., and operated under lease by the Northwestern Dock & Elevator Co.

The ship appeared to be undamaged except for a few sprung plates. Officers in command of the ship would not give any explanation of the accident, evidently preferring not to make any admissions useful to plaintiffs in any suit for damages. Their expectations have been fulfilled, for suit has been filed against Ellerman & Buckall, the British owners of the ship, by the railroad company for $25,000 damages to the building and dock; by the Dock & Elevator Co. for $25,000 damages due to suspension of operations, and Strauss & Co., also for $25,000 for inability to use the elevator, for inability to use the dock and to deliver grain. A photograph of the gap in the elevator is reproduced herewith.

When a fire insurance company, experienced in writing grain elevators, cancels its policy on an elevator, others may wisely take heed and refuse to insure so hazardous a risk. A case at hand in Illinois recently drew one of the old line insurance companies into a good Samaritan act. A mutual company refused to write a policy for the amount desired by the owner, and when it learned the financial condition of the organization it quickly canceled its policy. Insurance was immediately obtained in a stock company unfamiliar with the grain elevator business, and it granted a policy for a much larger amount than the mutual company had canceled. Shortly thereafter it was forced to pay for the complete loss of the structure. The original owners have manifest no intention to rebuild.

Hole 35 Ft. Deep Cut in Northwestern Elevator at Portland, Ore., by Ocean Steamer Osaka.

Indiana Farmers' Grain Dealers Meet

[Concluded from page 250.]

pres.; Sam Foster, Otterbein, Wm. Hagan, Chalmers, and B. G. Gunnerson, Francesville, directors.

Convention Notes.

BOB DE VORE was the sole representative from Toledo.

COALMEN included C. W. McCullom, son of the secretary of the state organization.

MACHINERY people present were limited to H. Louis Silver, representing the Anglo-American Mill Co.

SEEDSMEN included P. S. Reynolds, Crabbs, Reynolds, Taylor Co., Crawfordsville, and A. Kraus, Fort Wayne.

REGISTRATION was in charge of Mr. and Mrs. L. H. Cosby of Lafayette, of the Grain Dealers Mutual Fire Insurance Co.

CHICAGO delegates were "Bill" Tucker of Lamson Bros. & Co.; J. R. Dalton; A. Mealiff; J. M. Mehl; and Homer Price of Rural Grain Co.

BUFFALO was represented by Frank J. Maurer; Fred E. Pond, Sec'y Buffalo Corn Exchange; Wright McConnell, McConnell Grain Corp.; and "Charlie" B. Weydman and J. E. Heffner.

FERTILIZER representatives were: Herbert Darr, Frankfort, Ind.; C. G. Ellis, Warsaw, Ind.; Robt. E. Conley, Cincinnati, O.; Glenn Wilson, Monterey, Ind.; H. D. Combs, Crawfordsville, Ind.; B. E. Williams, Val-

A "loudest-necktie" contest was held by some of the Indianapolis grainmen. Ed Sheppard held first ribbons up till the last day with a barber-shop stripe. Somebody tried to use Ed's tie as a pen-wiper, which is believed to have had some influence in his refusal to ride back to Indianapolis with "Larry" Larimore, even though Larry was perfectly sober.

PENCILS were passed out by Wright McConnell, McConnell Grain Corp.; Fred Camper, Indiana Seed Co.; M. Ainsworth, Ainsworth-Boone Co.; Homer Price, Rural Grain Co., and Ralston-Purina Co. Key holders in a knife-shape case were also distributed by Mr. Price. Trick "fire-proof" matches and other stumpers were put out by representatives of the Bert A. Boyd Grain Co.

INDIANAPOLIS was there with Fred Camper, Indiana Seed Co.; Ed. K. Sheppard and O. P. Larrimore, Cleveland Grain & Milling Co.; E. L. Floyd, W. W. "Billy" Wilson, Hayward-Rich Grain Co.; Lew Hill, Lew Hill Grain Co.; Harold J. Geiger, Bert A. Boyd Grain Co.; Don T. Hart Hart Bros. Grain Co.; "Charlie" McEwan, Frank A. Witt Grain Co.; and F. D. Roberts, Steinhart Grain Co. pariso, Ind.

COUNTRY SHIPPERS registered included: Charles Smallwood, LaFontaine; C. Z. Weimer, Treaty; Ira Maudlin, Lucerne; J. E. Kingery, Twelve Mile; W. F. Hagen, Chalmers; William Stephenson, Commack; E. McVicker, Van Buren; Louis Ruguet, Francisville; J. R. Nelson, Wolcott; O. A. Pulley, Warren; Walter Penrod, Medaryville; John F. Witte, Hoagland; John Cruea, Crawfordsville; F. W. Mooney, Auditor, Wabash; L. F. Clupper, Rich Valley; E. D. Gadbury, Matthews; W. L. Kraning, Mexico; L. H. Hoover, Honey Creek; Arch White, Oxford; E. B. Nordwahl, Otterbein; F. E. Jones, Boswell; A. D. Shirley, Walton; R. E. Wills, Millington, Mich; Geo. Henseley, Yorktown; Urley Fitzpatrick, Knox; J. G. Wagner, Monterey; O. E. Williams, Winamac; Frank Pyle, Frankton; Fred H. Weeks, Ligonier; J. A. Wilson, Wolcott; Lloyd R. Rumsyre, South Whitley; R. O. Naylor, Modoc; Carey Hester, Shelbyville; A. O. Cherry, Manilla; C. B. Hodson, Carlos; C. Q. Palmer, Logansport; G. B. Faker, Chalmers; C. J. Hile, Ambia; Glenn Allen, Lincoln; J. M. Deniston, Walton; J. H. Kraning, Monticello; J. C. Howe, Oak; Wm. N. Loughry, Monticello; C. O. Gifford, Brook; and L. B. Huffman, Onward.

Illinois Farmers Grain Dealers Score Farmers Union

In spite of inclement weather and threatened low temperatures, farmer grain dealer delegates gathered in large numbers at the St. Nicholas Hotel in Springfield, Ill., for the silver jubilee convention of the Illinois Farmer Grain Dealers Ass'n, Feb. 8, 9 and 10. The morning of the first day was devoted to registration and visiting.

Wednesday Afternoon Session

The first session opened in the ballroom of the St. Nicholas Hotel at 2 o'clock p. m., Wednesday, with Pres. D. H. Allen, Delavan, in the chair.

In the absence of Rev. Herbert W. Hines, pastor of the Centennial Baptist Church, invocation was pronounced by F. S. Betz of Chicago.

J. EMIL SMITH, mayor of Springfield, made the address of welcome, telling the delegates several good stories and assuring them of their welcome.

C. H. BONNELL, Rosemond, 1st vice-pres., made the response, expressing pleasure at meeting again in the city where the ass'n was organized a quarter century ago.

Pres. Allen in his annual address said:

Pres. Allen's Address.

We are a part of the great movement that has developed almost entirely under cooperative ideas and principles in the middle western states for the handling of agricultural products in the form of grain from the producer toward the consumer. This movement has grown until it is the largest cooperative movement in the world.

The impulse in Illinois was so insistent that in 1903 a meeting was called of the men at the local points, already organized, for a conference to be held in Springfield to consider the common cause and the advisability of forming an organization to assist the individual units in their struggle with the problems they were meeting.

Silver Jubilee: We are meeting this year in our annual convention for the silver anniversary of that first meeting. We come to the same city and to the same building in which they met. But under how different a condition from which that little handful of men met here twenty-five years ago.

Due to the fact that the operation of Farmers Elevators has been at a near cost basis, and the margins taken have been small, we have gone from the small beginning until the amount of business done by the farmers elevators companies in the middle west amounts to a huge sum.

Projects: It has become a custom as soon as possible after the annual convention for the officers and directors to meet at the state headquarters and decide on the projects it appears should occupy the attention of the officers for the coming year.

Let us discuss briefly, and in a general way, some of the program laid out at our meeting in Bloomington last March.

It is a source of regret that we do not have a one hundred per cent membership of the Farmers Elevator Co.'s in the state association. All of the officers of the association feel this deeply. It does so much for you that you certainly should belong.

In the long run the work of the state office redounds to the benefit of all farmers elevators impartially. For instance, one of the major projects has been to oppose any unfair increase of freight rates on grain both intra-state and inter-state. In the main we have been successful in preventing the raising of the rates.

In the matter of the rental of sites for elevators and side tracks built for service tracks for the elevator we have been able to effect a large annual savings in some cases, and have secured a ruling that regulates these conditions. Then, too, in the matter of car service we have been able to bring about a condition that so far has corrected almost entirely the shortage of cars when needed for shipping grain. These large benefits are all distributed impartially to nonmembers as well as to our members who bear the cost of such work. In the matter of freight rates alone the savings effected for each group of farmers represented by any company is so large that their company could well afford to pay the small dues required to maintain their company in good standing and so prove they are real cooperators at heart, as well as in profession.

While discussing the matter of freight rates, one of the most important freight rate cases is now open. We have usually carried these cases thru the Farmers National Grain Dealers Ass'n, and I recently received a request from our National Sec'y, Mr. J. W. Shorthill, asking for a sum of money to help carry Illinois' share of the expense in presenting our claims. The only thing I could do was to say I would put the matter before this convention and let you decide what we would do. You are the men who will receive the benefit, you are the men who will have to pay the cost. We advise that you do raise the money necessary to prosecute this case.

Tariff on Corn: The matter of the increase of the tariff on corn, which can be accomplished by the use of the flexible provision of the tariff law under which the President can increase the present tariff on corn fifty per cent upon recommendation of the Tariff Commission, should be insisted on. The present duty is 15 cents per bu. If this is increased fifty per cent the duty would be 22½ cents per bu. We think a forceful declaration on this should be sent to the Tariff Commission as well as to our congressional members. We should insist that this action be taken to give us some relief on the present crop of corn. Along this same line there is another matter that we should have an investigation made of, and that is in the provision of the tariff law that allows the importation of raw material into this country for manufacturing under bond. This applies particularly to corn, wheat and possibly oats. We should interest ourselves in this investigation.

Industrial Alcohol: There is another line in which we have been making some investigation and some very interesting information has come to light. We know that there is still a large amount of industrial alcohol made. We use a great deal of it in the radiators of our autos as an anti-freeze and there are a lot of other legitimate uses for it. In the 1926-7 annual issued from the University of Ill. Agri. Experiment Station Dean Mumford discusses the low price level of corn and some of the causes. He says, "A minor but interesting shift which likewise has tended to lower the price of feed crops has been the replacement of corn by molasses in the production of alcohol. The Commissioner of Internal Revenue reported for the year ending June 30, 1913, that 23,800,000 bu. of corn and 64,600,000 gallons of molasses were used by licensed distilleries. For the year ending June 30, 1926, the quantity of corn declined to 7,900,000 bu. and the quantity of molasses increased to 267,400,000 gallons."

Roughly speaking one bushel of corn will make 2½ gallons of 95% alcohol. Approximately 2½ gallons of 55% molasses will make 1 gallon of 95% alcohol. If the 267,400,000 gallons of molasses imported in 1926 had been 55% sugar it would have taken 42,800,000 bu. of corn to make as much alcohol as was made by the molasses. Had the use of molasses been prohibited by a high enough tariff it would have taken care of that much of our surplus corn crop. We would have had little to export. There is a quantity of this low quality molasses produced by the cane mills in our own country, and we are sure they would have welcomed the market prohibition of this foreign product.

In an article appearing in Farm Life a short time ago the author used this title, "We Don't Grow Our Surplus, We Import It." In company with Mr. Cottington, president of the Farmer Grain Dealers of Iowa, we went to one in position to find out if the statements made in the article were correct, and we found they were just about right. The statistics we were furnished were quite startling. They were taken from Foreign Commerce and Navigation published by the U. S. Department of Commerce. Here are some of the totals of the various products we imported in 1926. Some of these paid duty, but many of them did not. Live cattle, sheep, hogs and poultry to the value of $9,153,000. Meats, including beef, pork, mutton and poultry, to the value of $12,209,000. Dairy products amounting to $34,245,000. Eggs worth $8,289,000. Salted and dried cattle hides valued at $22,092,000. Grains, including wheat, corn, oats, buckwheat and rice, $25,850,000. Raw vegetables, but including canned tomatoes and dried tomato paste, $21,702,000.

There are a number of other items including such things as cocoanut oil, etc., that we do not grow but which supplant some of the things we do produce. There are two other large items tho we do grow in large quantities, yet the volume of the imports are very large. We import cane sugar to the value of 232½ million dollars and unmanufactured wool worth $106,721,000.

Would it not be a good thing for us to go after Congress pretty rough on these items and see if the gentlemen who represent us do want to give the farmer relief as they pretend. If they do they should get busy and correct the duties so some of this foreign stuff will not so easily compete with our own home grown crops.

Services Rendered: Though the elevator companies were formed primarily for the handling of grain alone, the service they were giving has developed their business into other lines of merchandising so they are handling a variety of lines of goods. These are usually of a type used principally by farmers, especially for farm improvement.

The service for the furnishing of Fidelity bonds and workmen's compensation insurance is a splendid thing—that is, for our members alone. We can offer such rates that many of the companies who use it can pay most of their dues from the savings they can make over what they pay to secure the same protection elsewhere.

Mr. Farlow will tell you in detail of activities carried on by the association office. We want to mention, however, our efficient audit department and urge you to use it. This, too, is where you can save money by belonging to the association. We feel that our auditing is the best you can secure anywhere.

Local elevators: The plan of the local organization is usually very effective in building up a strong company, but in a few cases it does not work out to a complete success. Whether a company makes a large success, or merely exists, depends to a great degree on how responsible every director on the board feels for the growth of the company. A live manager and an interested president cannot go far if the majority of the directors are just passive to the enterprise. This is not true of many of our elevator companies, however, and one of the fine things that has grown out of the cooperative movement is the fine body of men who have learned to work together.

Managers' organization: We take this opportunity to call attention to the organization that the managers have among themselves. Meeting as they do questions of a technical character, this association can be of great usefulness to the movement if enough of the managers will take the interest they should. We desire to give the Managers' Club the full credit they deserve.

Aid to the Movement and to the Member Co.: We believe there would be great good come to the cooperative handling of grain to the state service associations and to the local companies if it can be arranged to have some research work done thru the University of Ill. Agricultural Experiment Station by the Bureau of Cooperative Markets of the U. S. Department of Agriculture. We hope to bring such an arrangement about. Should such a plan be put at work we trust our managers will give it their best support and by hearty cooperation render every aid they can to secure all the benefit we can from it.

Given this research work well done by highly competent men and the information properly digested and then through proper extension work carried to the officers and managers of our elevators the result will be extremely helpful. It will be of lasting benefit to agriculture at the marketing end of the business.

We have a mutual relations committee and to it is committed all matters relating to our contact with all other state associations that are working for the advancement and betterment of agricultural life and conditions. Our main interest is in grain marketing and that is what we shall insist is our business, but the living conditions of our members has our heartiest sympathy, too, and any movement having for its purpose the relief of living conditions, either material or spiritual, should and will receive our united support. We are happy to say that there are the friendly and helpful contacts between the Illinois Agricultural Ass'n and our own ass'n thru our committees.

SEC'Y LAWRENCE FARLOW, Bloomington, read his annual report, saying:

Sec'y Farlow's Annual Report.

It is hardly necessary for your secretary to make an extensive report of the activities of the association during the year that has just closed, since many of our major projects will be discussed by the men who have them in charge. This being our twenty-fifth anniversary, we deem it appropriate to make a reminiscent report of some of the accomplishments of the organization in the interest of farmers elevator betterment.

Recognition for Farmers Elevators: It is needless to say that the original purpose of the organization which was brought into being twenty-five years ago was to secure recognition of, and trade privileges for, this new type of commercial enterprise that was taking its place in the business world. Within a remarkably short time after the association was organized the markets were opened to farmers elevator business.

Organization Work: From the beginning the association gave its attention to the organization of new companies and looking after the welfare of those in business. During the first

seventeen years much of the time of the officers was devoted to organization work. In 1920 we seem to have reached the saturation point, as there have been few companies organized since that time.

The Cooperative Act: Until 1915 all companies were organized as regular corporations, there being no cooperative law. In that year, through the efforts of your legislative committee, headed by Charles Adkins, the Cooperative Act was passed by the Illinois Legislature. There were then about 250 farmers elevators in the state. Since that time 250 companies have been organized under the Cooperative law and about 35% of those that were organized as corporations have changed to the Cooperative plan.

Car Service Improvement: From the very beginning of the movement, farmers elevators were embarrassed by recurring car shortages. Where there is a farmers' elevator and an independent dealer at a station the farmers elevator generally handles from sixty to eighty per cent of the grain under normal conditions. Car shortage often forced a fifty-fifty division of the business. Many remedies for this situation were proposed. About 1912 this association went on record as favoring a reciprocal demurrage law which would require the carrier to pay to the shipper a certain fixed sum for delay in furnishing cars. Later the Public Utilities Commission was prevailed upon to issue an order covering the distribution of cars in times of car shortage. However, little relief was obtained until 1924 when the Shippers' Advisory Boards were organized. This association has been actively interested in the Mid-West Shippers' Advisory Board since it has been in operation. We have not heard of any farmers elevator losing a bushel of grain on account of car shortage since that board was organized.

Fidelity Bonds for Managers: The springing up of this large group of farmers cooperative elevators brought into being a new group of employes, the managers. Like other men in responsible positions, the managers were generally required to give bond for faithful accounting of all funds and property entrusted to them. When commercial bonds were applied for the insurance companies classified them with managers of line house companies and exacted the same premium rate which in 1916 was $15 per thousand. Your state association approached the bonding companies with the proposition that farmers elevator managers were a selected group and entitled to a lower rate. One large old line insurance company became interested and entered into a contract with our National Ass'n to furnish these bonds at $3.50 per thousand. Their experience was so satisfactory that the rate was further reduced to $3.00 per thousand.

Buying Margins: The original purpose of the farmers elevator was to insure the producer the full market price for his grain after paying all necessary marketing expenses. In most instances, buying margins were reduced and these lower margins were maintained during that period when all costs entering into the handling of grain were decidedly increased. In many instances margins were taken hardly sufficient to cover increased expenses and organizations suffered on account of impairment of working capital. One of the efforts of the association in recent years has been to encourage a careful study of the cost of doing business and an adjustment of margins on a basis that will take care of the necessary overhead and permit the accumulation of reserves to insure future operations. When a company buys grain on a margin that is not sufficient to pay expenses there is often an inclination to speculate on cash grain, hoping thereby to realize a little more profit than would be realized if the grain were sold when purchased. We consider speculation either in futures or cash grain a dangerous practice and one that should not be indulged in. We believe that farmers elevators are now paying less attention to dope sheets and more attention to cost sheets, which is a progressive step along the line of better business practices.

Storing Grain: We have made an exhaustive study of the practice of storing grain and have become thoroughly convinced that such a practice is not an accommodation to the farmer and often results in loss to the elevator company. There might be an exception in cases where a company has a surplus of storage space and is able to receive grain of good quality and actually hold it in the elevator charging storage sufficient to take care of the carrying charge. However, we doubt if the producers benefit by the practice and we feel that the less farmers elevators indulge in storing the better it is for all concerned. It is encouraging to note that a very large per cent of the farmers elevators in Illinois have discontinued the practice of storing entirely, and their financial statements show very clearly that they have benefited thereby.

Field Work: In addition to supervising the office work your secretary is called upon for a great deal of field service. During the year we made 123 field calls, including 30 stockholders' and directors' meetings, 45 business calls on elevator managers, 15 district and group meetings, 29 miscellaneous conferences and four meetings of shippers and carriers.

Reports of the Treas., the Auditing Dept., the Cooperative Supply Co., the Rural Grain Co., the Scale Inspection Dept. were made.

The following com'ites were announced:

CREDENTIALS: C. H. Bonnell, Rosemond, chairman; T. R. Cain, Jacksonville; Vern L. Marks, Lake Fork.

RESOLUTIONS: John Burks, Utica, chairman; F. W. Hamer, Malden; John S. Anderson, Watseka; J. Garber, Washington; F. W. McLaughlin, Ashland; W. B. Fleming, Bement; Ross Peabody, Taylorville.

Adjourned to 6:30 p. m.

Annual Banquet.

The Silver Jubilee banquet was held in the ball room of the St. Nicholas hotel, Wednesday evening. The Pawnee Four entertained with harmonious singing during the serving of the sumptuous feast. Then the delegates were led in community singing by J. H. Checkley.

HON. CHARLES ADKINS, Congressman for the 19th Illinois District, had come from Washington to act as toastmaster.

HON. LLOYD S. TENNY, Chief of the Buro of Agricultural Economics, U. S. Department of Agriculture, was with him and was the first on the program. He told about the activities of his organization as a medium of information for the farmers, declaring the farmer is on a world basis and must have world-wide information regarding crops, crop conditions and similar matters. He called attention to the price prognostications of his Buro, which he hopes to develop as well as he has the other activities of his division.

Officers of the Ass'n and visiting members of other ass'ns and government departments were called upon for brief talks, most of which centered glowing phrases on visits to the tomb of Lincoln and the inspiration of historical relics which the state keeps there.

Thursday Morning Session.

The second session was opened Thursday morning in the auditorium of the Centennial building, with community singing led by J. H. Checkley.

The program was in charge of E. L. Jarvis, Exline, pres. of the Managers Club. He mentioned an organization in Illinois [The Farmers Union] trying to replace the farmers elevators and urged all farmers elevators to join the ass'n and help fight the menace.

MISS HAZEL TENDICK, Mount Pulaski, favored the audience with a vocal solo.

MRS. DORA STOCKMAN, Lansing, Mich., member of the Michigan Board of Agriculture, talked on agriculture.

Agricultural Aid.

If agriculture is to hold its own it must practice good business methods. Agriculture requires a national and international viewpoint. That is the reason for our boosting the present debenture plans to aid farmers. This may be just a temporary form of relief; we hope it can be made permanent.

I have been studying tariffs recently. Our present walls do not seem sufficiently protective. Wage scales have remained high, but the farmers have not had their share. We have permitted a great deal of wheat to be imported for milling in bond. Molasses has been permitted to compete with our own corn in the manufacture of alcohol to the detriment of the corn.

We have efficient agricultural production, but we need greater efficiency. The farmer needs to cut his costs. He has opportunity to keep his own garden spot, his own little overhead, and raise his own meat. By so doing he can cut out the transportation, commission and handling costs on the products he consumes, with consequent saving.

WM. A. KOMNICK, Emden, gave a manager's impression of the Shippers' Advisory Board.

Shippers Advisory Board

You doubtless remember that period following the war when box cars were as scarce as Scotchmen on tag day. That was the cause behind the organization of the advisory boards. They have proven of great benefit in bringing about improved conditions in car supply and service. It used to take the railroads three days to spot an ordered car at the elevator spout. Now it takes 24 hours. Railroads have been better able to anticipate and provide for the needs of localities thru information supplied at the meetings of the boards.

Complaints of shippers have brought about an improved condition of the equipment thru co-operation of manufacturers, miners and others who were enabled to understand how their loading of cars interfered with their use by other shippers.

Every farmer elevator should belong to the board. If he has any grievances the manager should take it up with the chairman of the grain com'ite for prompt action and he will be aided.

LACY F. RICKEY, University of Illinois, discussed the keeping quality of grain harvested with a combine, saying:

Combined Grains Keeping Qualities.

Here is something new for the grain dealers of Illinois to think about. The combines are coming. The advance guard is already here. Is grain harvested with the combine as good an article as that which has stood in the shock to cure after being cut in the usual way? Will it stand storage and shipping as well as that harvested in the orthodox manner?

The first combine was used in Illinois in 1924. In 1927 about 350 were in the field. In Kansas the first one was used in 1918. In 1927 there were over 12,000 of them in that state. I would not say that within ten years of their introduction in this state there will be 12,000 of them here.

In 1925 at least two elevators refused to take in wheat from combines, being fearful of its keeping qualities. The producers in each case shipped the grain themselves and received top prices for it. In 1927 beautiful wheat, which was number one in everything but moisture, was hauled to some of our elevators direct from the combines. When inspected it graded five and sample on account of moisture. One man harvested a field of wonderful wheat which he expected to sell for seed with a combine. It heated in the bin and instead of receiving a fancy price he took a heavy discount.

Conditions during the 1927 season were particularly difficult for the combine. But such seasons will occur and we must be prepared for them.

Should high moisture wheat be rushed to market where it can be dried if necessary? Or should the farmer provide bins, with special ventilating devices, where he can safely hold the grain until it is dry enough to handle without going out of condition? Probably both methods will be used, as well as others which will suggest themselves under certain conditions.

I would suggest that the elevator manager at least get moisture tests on combined grain just as early in the season as possible. If not equipped to make the tests himself, he should send sample in air tight cans to one of the thirteen points in the state where grain inspection service is maintained. Certainly he should not pay as much for grain containing 17% as for that which has only 13% moisture. If the condition of the grain is such that there is doubt as to whether or not it will keep in the bin, he should be careful about assuming liability for it. Most of the elevators of the state will have to meet these questions within the next five years. Probably a little forethought and trading of experiences will help in solving the problem to the best advantage of all concerned when seasons such as the one just past occur.

Discussion gave evidence that the combine fails of success in Illinois. Wheat so harvested is too damp and often acquires a white mold if kept in bin long. Dealers found it necessary to mix it out with sound grain from the threshing machines to get rid of it. If kept it heats and big discounts must be taken. Accordingly it should be discounted when purchased from farmers.

J. W. SHORTHILL, sec'y Farmers Nat'l Grain Dealers Ass'n, Omaha, addressed the delegates on the work of his organization.

Mr. Shorthill's Address.

I have the good fortune to live in Nebraska, where we have a lot of people from Illinois. We have developed them in Nebraska.

The three pitfalls of the farmer are listening to flattery, listening to the sympathy racket, and listening to misrepresentation.

The establishing of the Co-operative Marketing Division of Department of Agriculture is a declaration of the Department that it will de-

vote a part of its attention to the co-operative marketing of the farmers products for all time.

We have quite a lot of agitation in Nebraska now regarding pooling of grain. Mention is constantly made of the success of the Canadian pool. A bulletin recently completed by the Dept. of Agri. containing studies of the Canadian organization does not favor it.

Greater Co-operation: Among the things that should be accomplished by the farmers is greater co-operation in the use of facilities now owned. One of the glaring examples of lack of co-operation and waste is in our system of transportation, with its buses, trucks and railroads. I don't know of a single bus in the state of Nebraska that intentionally connects with any train going anywhere.

We are seeking co-operation in the use of our facilities. If one elevator gets overstocked on tankage and another runs low they should work together in moving it.

This year our Nebraska territory has plenty of corn. But our facilities are not hooked up to supply you with greatest efficiency and your elevators are not hooked up to co-operate in distribution at the points where needed. It is tremendously expensive to hunt the place with corn to sell and to find the place where corn is needed.

Freight rates are such that it is cheaper to buy sidelines in carlots than l. c. l., tho a quarter of a carload may be all that is needed. Co-operation in the use of transportation facilities is needed to attain the greatest benefit at the least cost and with lowest inventories and smallest capital. Great savings can be effected with greater co-operation between facilities and organizations.

We are growing to co-operation in buying Immense savings can be accomplished thru this medium.

You farmers are very much interested in equitable freight rates. All parts of the country are constantly striving to secure advantages thru rate adjustment. Until recently the real level to the benefit of the fellow who pays the bill has not been gone into. Today we have the I. C. C. investigation which started with the Hoch-Smith resolution. Thousands of pages of testimony and thousands of exhibits have been brought to the attention of the Commission.

It makes a difficult maze to be waded thru. It is necessary to present our arguments and keep them before the Commission to accomplish our ends.

The Commission has forestalled an increase by the railroads, but the farmers are not taking the interest now that they did then, while we are seeking a reduction. This is an important case and should be participated in by our farmers organizations. It needs funds. It is up to the farmers elevator organizations to provide them.

Pooling plans are constantly coming up in spite of constant failure. No one will be bound over a long period of time. If the banks were to take the attitude that, when they take in a deposit it must stay there for 5 years and you had to sign involved papers closing the avenues of escape, how much business would the banks have? That isn't co-operation.

Have you ever stopped to realize the importance of working together? How inconsistent is the manager who criticizes the farmers for lack of co-operation and loyalty, yet scraps with his competitor next door.

In your program use moderation. Don't expect too much and you won't fail so easily. But keep plugging away. About 99% of co-operation is working together.

Adjourned to 2 o'clock p. m.

Thursday Afternoon Session.

The third session was opened with community singing, led by Mr. Checkley, and with entertainment by the Springfield High School Girls' Quartette.

M. P. HILL, Francesville, Ind., pres. of the Indiana Ass'n, brought greetings and an invitation.

J. W. SHORTHILL urged contributions to the cause of presenting the elevator companies' side in the rate case, known as I. C. C. docket 17,000, under the Hoch-Smith resolution.

F. S. BETZ showed specifically how winning lower rates would redound to the benefit of the elevators.

Pledges were called for and $1,120 was pledged to the cause in a few moments.

W. B. FLEMING, Bement, gave a report of the organization meeting held in Springfield, Feb. 19, 1903, briefly reminiscing.

Past presidents of the Ass'n were invited to appear on the platform and gave reminiscent reviews of its struggles.

DEAN H. W. MUMFORD, Urbana, read a paper on Agricultural Aid to the farmers' elevators, explaining how the college gives educational advantages to the farmer and enables him better to understand business principles, problems of his elevator, and how to market his products. This paper will be published in a future number.

DR. J. E. BRINDLEY, of Iowa State College, Ames, discussed the four forms of business, dwelling on the co-operative method education, and largely repeating what he had to say at the recent convention of the Iowa Ass'n.

W. H. McDONALD, Federal supervisor at Chicago, discussed grades and grading, repeating the talk he delivered at the Iowa convention in Cedar Rapids.

COSTS OF ELECTRIC POWER: A short discussion of rates for electric power encouraged President Allen to suggest that elevators write to the sec'y of the Ass'n, giving information about the amount of power they use, how many motors they have and their power costs. It is hoped that he might take such information before the Utilities Commission to the end that a low uniform rate may be established for all elevators in the state.

Adjourned to 7:30 p. m.

Managers' Meeting.

The 4th session was opened Thursday evening in the ball-room with community singing, led by Mr. Checkley. E. L. Jarvis, Exline, pres., was in the chair. He urged the support of the Managers' Club and its close work with the Ass'n, in combatting the efforts of the Farmers' Union.

SEC'Y MARKS gave the financial report and told about the work of the organization in connection with the Farm Buro in combatting the efforts of the Farmers' Union in the northern part of the state.

The following officers were elected: Vern L. Marks, Lake Fork, pres.; Morris Pittman, Atwood, vice-pres.; Walter Wellman, Ransom, sec'y-treas.

F. S. BETZ told several stories, much to the delight of his audience, and scored duplication of elevator service, whereby costs are increased to the disadvantage of the individual farmer.

P. C. ALLEN, Manteno, discussed the Union, saying:

Farmers' Co-operative Union.

I wish you could have heard Frank Delany of the Chicago Board of Trade, discuss the fine print of the Union contract. (See Grain Dealers Journal for Jan. 10.) The method followed in obtaining signatures seems to be for three or four solicitors to jump on a farmer at the same time. You can appreciate how little opportunity he would have to read the contract, much less interpret its legal phrases. If he hesitated they remarked that his neighbors had signed and that they wouldn't help him in handling his crops. These were strong arguments.

So when we learned they had signed up about 80% in our community we felt it wise to sell them our surplus elevator, we had two, and were using only one.

They had hardly opened their doors in October before farmers began coming in wishing they hadn't signed. Under the terms of the contracts grain can be sold for seed or stock can be sold for breeding purposes outside of the contract. You'd be surprised how much seed corn and seed oats and grain belonging to other members of the signers' families we have bought this fall and winter.

One fellow said he'd give a hundred dollars if he had not signed the contract. Another remarked it would probably cost him more before he got thru.

MR. CHECKLEY remarked that down in Logan county the Buro is trying to beat the Union to it by giving the farmers every service the Union could hope to offer. He expressed a fear that the Union contract would sour many farmers on all forms of farm organization.

Harry Hieser, auditor, discussed modern bookkeeping methods.

V. Y. DALLMAN, "Admiral of the Sangamon River Fleet," editor *Illinois State Register*, told about the immensity of the poultry industry, and cracked several clever stories much to the delight of the audience. He expressed the importance of the elevators in the great economic structure of the country and urged passage of some form of farm relief to put the farmer on a par with industry.

The newly elected president, Mr. Marks, expressed appreciation of the confidence expressed in his election.

Adjourned to 9:30 a. m. Friday.

Friday Morning Session.

The fifth and last session was called to order Friday morning in the Ballroom.

The Nominating Com'it'e presented its report and it was accepted, resulting in the election of the following:

For president, D. H. Allen, Delavan; vice-president, C. H. Bonnell, Rosemond; second vice-president, T. R. Cain, Jacksonville; treasurer, W. H. Hindahl, San Jose.

Directors—District No. 1, Henry Brown, Woodhull; No. 3, J. F. Fretag, Stanford; No. 6, Chas. Fairfield, Fisher; No. 4, V. A. Wertch, Emden.

The report of the Resolution Com'ite was adopted in full:

Resolutions Adopted.

At Peace with Illinois Agricultural Ass'n.

WHEREAS, The Farmers Grain Dealers Ass'n of Illinois, and the Illinois Agricultural Association were both organized by the farmers of Illinois for the sole purpose of serving the best interests of agriculture, and

WHEREAS, such interest can best be served by a strict and unselfish cooperation of the officers and members of the two organizations, a majority of whom are loyal members of both associations, with identical interests, therefore be it

RESOLVED, that the members of the Farmers Grain Dealers Ass'n in annual convention assembled, declare their earnest desire to work in harmony with the Illinois Agricultural Ass'n and all the various Farm Bureaus of the State, unselfish in an effort to promote the best interest of agriculture.

We believe that there is a great need for service in many and various branches of farming, and by a proper division of effort, wasteful duplication can be avoided and better specialized service rendered.

We will gladly work in harmony with the Illinois Agricultural Ass'n, or any other farm organization, and we pledge ourselves in return to do all in our power to use our best thought and effort to assist in making the efforts of the Illinois Agricultural Ass'n successful and effective.

For Deepened Inland Waterways.

Whereas it is a fact that water transportation will greatly reduce the cost of marketing farm products and thereby increase their returns to the producer for those products, therefore be it

RESOLVED, that this convention endorse plans suggested for deepening the inland waterway to provide an ocean outlet for commerce.

Farm Relief.

We advocate sound, economic legislative measures for farm relief and advocate an increased tariff on commodities coming in competition with grain and other farm products of the United States.

Increased Freight Rates.

RESOLVED, that we commend our state officers in their fight against increases in freight rates and that we pledge our active support in all work along this line.

Ask University Aid for Cooperative Marketing.

WHEREAS, the University of Illinois through its College of Agriculture could be of assistance to the Farmers Grain Dealers Ass'n of Illinois by the research and extension work of grain marketing as carried on by the farmers elevators of the state, and as we were very much impressed by the address of Dean Mumford of the University of Illinois and suggestions made by him and by the practical plans as outlined by Dr. J. E. Brindley of Ames College, as this kind of work is carried on in Iowa, therefore be it

RESOLVED, that we do ask that they will aid the Farmers Grain Dealers Ass'n of Illinois in the work in which we are engaged along this line.

Ask Special Grade for Screened Oats

WHEREAS, screened oats, commonly called cereal oats, are graded the same as natural country run oats under the present grade standards which permit the delivery of such oats on future contracts in the Chicago market, and as such deliveries are not generally accepted as attractive, these deliveries more or less depress the price of oats, therefore be it

RESOLVED, that this association go on record as being opposed to the delivery of cereal oats on future contracts in the Chicago market, and request the United States Department of Agriculture to place screened oats or cereal oats in a classification by themselves; and be it further

RESOLVED, that a copy of this Resolution be sent to the President and Directors of the Chicago Board of Trade.

Upon motion the officers were instructed to publish a history of the Ass'n.

Adjourned *sine die*.

Convention Notes.

J. O. Kliyla, a Mendota grain merchant, was present.

Seed dealers in attendance included Paul A. Funk and W. G. Kelley.

ST. LOUIS representatives included Otto Gates, Harry C. Noland, F. F. Sommers, Frank Bubb, Geo. Martin, Jr., of Rural Grain Co., and F. H. Barkley.

REGISTRATION reached a total of approximately 600. Many ladies were present and were given opportunity and facilities for seeing the many points of interest about the capital city.

EXHIBITS included a Freeman Tri-Cleaner, a model of a Kewanee truck lift, samples of Myles salt, grinding plates of a Munson attrition mill and a working model of a Gruendler hammer mill.

MACHINERY representatives included E. D. Bargery, of Union Iron Works; Geo. J. Betzelberger, Fairbanks Scales; J. M. Deck, Kewanee Implement Co.; T. G. Lewis; F. J. Conrad, Munson Mill Machinery Co.; A. L. Sautter, Gruendler Patent Crusher & Pulverizer Co.

INDIANAPOLIS delegation included Harold J. Geiger, of Bert A. Boyd Grain Co.; O. P. Larimore and E. K. Sheppard, of Cleveland Grain & Milling Co.; W. W. Wilson, of Hayward-Rich Grain Co.; Don Hart, of Hart Bros.' Grain Co., and Lew Hill of Lew Hill Grain Co.

INSURANCE representatives included V. E. Butler, J. T. Peterson and J. D. Steffaniak, of Grain Dealers' National Mutual Fire Insurance Co., who aided with the registration of delegates; D. B. Dreiske, of Millers' National Insurance Co., and H. A. Carham of Millers' Mutual Fire Insurance Ass'n.

FRED POND, sec'y of the Buffalo Corn Exchange, plastered the hotel lobby with cards declaring "Buffalo Says Hello." The "Buffalo" was represented by a picture of that historic animal. Wright McConnell of the McConnell Grain Corp., aided him in telling about the advantages offered by the Buffalo market.

PEORIA delegates included Howard Cazey, of W. W. Dewey & Sons; Guy Luke, of Luke Grain Co.; Fred Mueller and Louis Gruss; Joe Sheridan, of J. H. Dole & Co.; Jno. Benson, of Rural Grain Co.; B. E. Wrigley; F. L. Barlow of P. B. & C. C. Miles; Geo. Brier; E. W. Sands, of J. C. Schafer Grain Co.; Geo. W. Cole, and Jno. Lofgren, sec'y of the Peoria Board of Trade.

SOUVENIRS: Pencils were distributed by Bert Boyd Grain Co., Cleveland Grain & Milling Co., McConnell Grain Corp., Rural Grain Co., Hayward-Rich Grain Co.; W. J. Moorhead & Co. Keynifes and key rings were given out by Rural Grain Co. and P. B. & C. C. Miles. Patent cigar lighters were the gift of Luke Grain Co. Rumsey Grain Co. put cards with fancy handkerchief tops in everyone's pocket.

CHICAGO representatives included S. N. Cavitt and Bert Collins, representing Jas. E. Bennett & Co.; "Jack" Brennan and John F. Plotnicky, of John E. Brennan & Co.; O. J. Bader and W. G. Moorhead; M. L. Vehon; Geo. E. Booth and William Tucker, of Lamson Bros. & Co.; R. E. Andrews and Burt Hungerford, of Philip H. Schifflin & Co.; W. M. Hirshey, of J. C. Shaffer Grain Co.; H. R. Sawyer and Frank Haines, of J. H. Dole & Co.; E. V. Maltby and H. B. Price, of Rural Grain Co.; A. H. Dysart. A special car on the Wabash was used in making the trip.

Managers in Attendance.

Among managers present were: P. C. Allen, Manteno; W. F. Allison, Mason City; W. S. Armsworth, Cisco; S. E. Albin, Lotus; John Barth, Mendota; A. F. Bentschneider, Morrison; John Barton, Mt. Pulaski; W. C. Bishop, Delavan; J. B. Blissard, Gibson City; Meddy Buck, Cropsey; Harry Brennemann, Minier; Joe Blair, Padua; F. E. Barkley, Yorkville; L. Cheadle, La Place; A. Clark, Hinckley; F. Coyer, Claytonville; J. Dorward, Eureka; G. E. Dorward, Washington; W. K. Dodge, Medora;

R. A. Ewing, Malden; Joe Eyemann, Pontiac; W. B. Fleming, Bement; J. M. Fuller, Winchester; Wm. G. Fry, Cabery; L. L. Fielding, Lincoln; Henry Getz, Tremont; R. F. Guenther, Cedar Point; Geo. W. Gelsthorpe, Heyworth; John C. Gummersheimer, Columbia; R. M. Hodam, Ludlow; R. J. Hack, Cullom; Joseph A. Henebry, Plainfield; G. A. Henricks, Cerro Gordo; C. Holcomb, Oakley; F. J. Holub, Hammond; Burt Hungerford, Nagel; J. H. Heims, Pontiac; G. T. Hickman, Williamsville; B. Earl Johns, Blue Mound; R. E. Jacobs, Triumph; J. B. Johnston, McClusky; J. C. Jones, Ridge Farm; C. E. Johnson (Culver), Athens P. O.; E. L. Jarvis, Exline; E. C. Jensen, Athens; E. T. Johnston, Sibley; Thomas F. Keim, Findlay; Geo. Kilver, Jacksonville; T. D. Karnes, Fairbury; Wm. A. Komnick, Emden; J. W. Larrick, Stonington;

G. E. Mellen, Mazon; S. J. Miller, Mechanicsburg; Irven Meyer, Warsaw; W. E. Munson, New Berlin; V. L. Marks, Lake Forks; C. Miller, Piper City; J. T. Manton, Griggsville; G. D. Marshall, Stronghurst; H. L. Meyer, Arenzville; J. S. McClintick, Edinburg; F. W. McLaughlin, Ashland; J. McMahon, Ocoya; S. F. McClintick, Philadelphia; G. L. Lindsay, Lovington; J. H. Nafziger, Anchor; Robert Otto, Danvers; J. W. Overacker, Danforth; E. J. Olson, Standard; L. Pittman, Atwood; L. E Roegge, Meredosia; Mr. Robinson, Teheran; Geo. W. Rohrer, Chatham; O. B. Robbins, Buckley; Roy Rees, Shirley;

W. H. Scott, San Jose; E. J. Steele, Weedman; A. B. Scheeler, Graymont; H. B. Steele, Fisher; S. C. Shaw, Tallula; C. A. Stout, Moweaqua; Louis Shreves, Farmers City; C. O. Snedeker, Ipava; H. W. Street, Illiopolis; J. H. Schumacher, Verona; R. W. Shrader, Farmersville; J. H. Scott, Chandlerville; J. F. Sprouse Pleasant Plains; W. B. Still, Pleasant Plains; Bert Sharpe, Roanoke; L. Truman, Gifford; I. R. Titus, Woodhull; J. F. Worsham, Sheldon; C. W. Wellman, Ransom; E. A. Walker, Bethany; J. H. Weidner, Dalton City; G J. Wasem, Patoka; Otto Young, Stonington; Ralph Young, Rushville; A. Zimmerman, Mendota.

Germany—A new uniform grain sales contract is to be sponsored by representatives of the League of South German Grain Exchanges at a conference to be held in Berlin with local interests. A similar meeting was recently held at Mannheim. With the endorsement of any new form of contract by the Hamburg trade, such uniform sales contract could then become subject to adoption throughout the entire country.

The Corn Borer Menace.

Constant vigilance and drastic methods of fighting will be required if the corn borer is to be kept under control in this country to a point below serious commercial damage. Last year, for the first time since the European Corn Borer came into the United States, substantial progress was made in checking its onslaught. Delay in dealing adequately with the borer will cost the corn belt states hundreds of millions of dollars. The corn borer is the most serious and threatening menace that has ever confronted American agriculture, but it is not a hopeless situation. We are not going to abandon corn growing. We will continue to grow corn, cattle and hogs, but production costs may be increased, and the crop yield may be reduced. We cannot learn to live with the corn borer in a complacent attitude. Eradication of the borer will only be possible thru scientific research work.—Dean C. F. Curtiss, Iowa State College.

W. E. Shelden Passes On.

Willis E. Shelden, for the past two years a resident of Los Angeles, Cal., where he was engaged in the mortgage brokerage business, took his own life Feb. 16 by swallowing poison at his home. The body was discovered by Mrs. Shelden on return from a visit to neighbors.

His connection with the grain business began in 1889 with Waldron & Walker at Jackson, Mich., and when that firm was dissolved he became secretary of the Stockbridge Elevator Co., and had charge of the grain department, operating 20 elevators in Michigan and doing a general track-buying business thruout the state.

When the Michigan Grain Dealers Ass'n was organized he was made chairman of the Arbitration Com'ite. As a representative of that state he was made a director of the Grain Dealers National Ass'n, the annual conventions of which he attended regularly. In 1910 he engaged in the grain business on his own account. His removal to California was due to a hope the climate might alleviate an apparently incurable impediment in his speech, and melancholia over his condition is thought to have been a contributing cause to his act.

THE ARBITRATION appeals com'ite of the National Ass'n had rather a knotty problem in deciding the Milwaukee-Memphis oats case; but grain men will agree that the ruling gave each party something. This is more than either would have gotten in a court of law, where the whole proceeding might have been thrown out on the ground that there was no contract, the minds of the parties never having met. The buyer thought all along that he was buying fancy recleaned oats 50 per cent white out of Minneapolis; and the seller thought he was selling oats not over 50 per cent black out of Milwaukee. Brevity may be the soul of wit, but a brevity in wires of offer and acceptance is no economy when it leads to misunderstanding.

W. E. Sheiden, Los Angeles, Cal., Deceased.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

San Francisco, Cal.—Mail addressed to the Chichester Co. has been returned marked "Unclaimed."

CANADA

New Westminster, B. C.—The United Grain Growers, Ltd., is considering building an elvtr. here.

Calgary, Alberta.—Ray E. Lee is now in charge of the office of the Vancouver Terminal Co., Ltd. He was formerly manager of the company's office at Vancouver, B. C.

Winnipeg, Man.—W. L. Parrish of Parrish & Heimbecker, Ltd., has been elected pres. of the Clinton Gold Mines, Ltd., which has started active development work of its central Manitoba property.

Regina, Sask. — The Saskatchewan Pool Elvtrs., Ltd., has called for tenders for the construction of 30 grain elvtrs. in the province of Saskatchewan, to be completed not later than July 31.

Armstrong, B. C.—Chas. Hoover has bot the Armstrong Flour Mill & Elvtr. The firm will be known as Hoover Bros. and will include the whole wheat business now carried on by M. E. Hoover.

Port Arthur, Ont.—Work is progressing on the excavation for the 2,250,000-bu. addition to the Reliance Terminal Elvtr. Co., Ltd.'s plant. The Barnett-McQueen Construction Co. has the contract and work will be completed by Sept. 1.

Winnipeg, Man.—The Dominion Malting Co. expects to complete its new plant in April. The 500,000-bu. elvtr. of the Canadian National Railways has been secured for 21 years and adjoins the new plant. J. H. Plank is supt. of the plant.

Edmonton, Alta.—It is reported that another grain elevator is in prospect for Edmonton as a result of negotiations between the city land department and the Alberta Pacific Grain Co. If plans materialize the company will build during the summer a fully modern cleaning house at a cost of about $400,000.

Collingwood, Ont.—The taxpayers have voted in favor of the erection of a 2,000,000-bu. elvtr. and the town has entered into an agreement with the Wilson-Neely Co. for its construction. A company will be formed to be known as the Collingwood Elvtr. Co., which will operate the plant for 25 years. The estimated cost of construction is between $800,000 and $900,000. It is expected that the harbor will be deepened so that larger grain cargoes may be received.

Basing its policy on a recent decision in regard to the wheat speculation profits of a western grain dealer, the government has ruled that all forms of speculative profits are taxable. It is the intention to require all investors and traders in securities or commodities to show their profits in such trading and where these are sufficiently substantial to be regarded as a main source of income they will be taxed. It is said that the income tax authorities will apply the ruling to stock brokers and traders as well as those who only make speculations a side line.

Vancouver, B. C.—Randall, Gee & Mitchell, Ltd., plans to build a terminal elvtr. this season. It will have a storage capacity of 500,000 bus., which will later be increased to 1,500,000 bus. The plans are now being drawn by C. D. Howe & Co. and bids for the construction will be called for about the middle of March. This elvtr. will be built on the north shore of Burrard Inlet and will be the first one to be constructed on that side of the Vancouver harbor. It will be equipped with all the latest machinery for the rapid handling of grain and will load directly into ships from galleries. Randall, Gee & Mitchell, Ltd., has a line of elvtrs. in Alberta, Saskatchewan and Manitoba which will be the basis to feed this terminal.

Holland, Man.—It is reported that the Wheat Pool will rebuild its elevator which burned Jan. 28.

COLORADO

Vilas, Colo.—Mail addressed to the Agt., Kliesen Grain Co., has been returned marked "Unclaimed."

Denver, Colo.—The membership of the O. M. Kellogg Grain Co. in the Grain Exchange has been transferred to C. B. Kellogg, and that of E. M. Ryan to Thos. Mainland.

Paoli, Colo.—Earl Nelson has arrived here to relieve Mr. Carpenter at the Denver Elvtr. Mr. Carpenter intends taking several months' vacation. He has been at the same elvtr. about 11 years.—J. A. Miles.

IDAHO

Rupert, Ida.—The Woolford Mill & Elvtr. Co. on Jan. 10 took over the plant formerly operated as the Farmers Mill & Elvtr. Co., of which Ross Woolford was manager.

ILLINOIS

Olney, Ill.—S. C. Wilson's Sons have installed a J-B Feed Mill.

Illiopolis, Ill.—The Farmers Elvtr. Co. will install a cleaning machine.

Colusa, Ill.—The Colusa Co-op. Elvtr. Co. has installed a J-B Feed Mill.

Troy, Ill.—Harry Taake has been re-elected as manager of the Troy Grain Co.

Allendale, Ill.—F. J. Dorney is now manager of the Allendale Mill & Elvtr. Co.

Bement, Ill.—The Farmers Elvtr. Co. recently installed a new feed grinding mill.

Granville, Ill.—Joel H. Whitaker has resigned as manager of the Farmers Elvtr. Co.

Jacksonville, Ill.—W. H. DeBolt has taken the position as local manager for Rumsey & Co.

Mendota, Ill.—R. F. Platt of Chicago is the new operator at the elvtr. of Eckert & Ray.

Lake Fork, Ill.—The Farmers Elvtr. Co. contempaltes installation of a feed grinding mill.

Tazewell, Ill. (Minier p. o.).—The Minier Co-op. Co. plans construction of an elevator in the spring.

Randolph, Ill.—The Randolph Co-op. Grain Co. voted to build a new elvtr. at its annual meeting.

Woodhull, Ill.—I. R. Titus has been re-employed as manager of the Woodhull Grain Elvtr. Co.

Columbia, Ill.—John C. Gummersheimer has been re-elected manager of the Columbia Co-op. Grain Co.

Yorkville, Ill.—The Farmers Elvtr. Co. plans to install an automatic scale this spring.—F. E. Barkley, mgr.

Atwood, Ill.—The Atwood Grain & Supply Co. has equipped its office with grain testing and grading apparatus.

Covel, Ill.—Geo. Grosbeck has resigned as manager of the Farmers Grain Co. and has been succeeded by Wm. Dixon.

Chestnut, Ill.—Lee D. Waddell has succeeded H. M. Norris as manager of the Farmers Grain Co. The latter resigned Feb. 1.

Luther, Ill. (Mason City p.o.).—New beams and knives have been fitted in the scale of the Mason City Co-op. Grain & Coal Co.

Dwight, Ill.—Boston & McClellan have dissolved partnership. The elevator is now operated by R. A. McClellan under his own name.

Hopedale, Ill.—Railsback Bros. have purchased a Fairbanks 10-ton Truck Scale which they will install during the spring lull.—Geo. J. Betzelberger.

Modesto, Ill.—The Duncan Grain Co. has been reeorganized.

Randolph, Ill.—The Randolph Co-op. Grain Co. plans to erect a 20,000-bu. iron clad elevator in the spring to replace its present 12,000-bu. structure.

Ohlman, Ill.—We are out of business for the time being. There is no grain in this part of the country to justify operating expense.—Ohlman Co-op. Co.

Decatur, Ill.—The Livergood Grain Co. started in business in December, taking over the Stokes-Barkley account from Kellington. C. L. Livergood is the manager.

Okawville, Ill.—We have built an addition to our warehouse with a floor space 28x30 ft. We have installed two 15-h.p. electric motors.—Okawville Farmers Elvtr. Co.

Lowder, Ill.—The elvtr. of W. R. Turnbull burned about noon Feb. 3. It contained only a small amount of grain. The loss is estimated at $10,000, covered by insurance.

Warsaw, Ill.—A new Fairbanks-Morse Hammer Mill has been installed by the Farmers Grain & Supply Co. The house has recently been painted with aluminum colored paint and it shows up big.—Irven Meyer, mgr.

Cropsey, Ill.—The Cropsey Co-op. Grain Co. completed building a two-room addition on its office last month. A basement was put under the building and a furnace installed.

Culver (Athens p.o.), Ill.—We are contemplating installation of a batch feed mixer. Recently we have put our elevator on a cash basis.—C. E. Johnson, mgr., Culver Farmers Co-op. Co.

Lexington, Ill.—J. J. Kemp of J. J. Kemp & Son, local elevator operators, has undergone a serious operation in the Presbyterian hospital in Chicago. He is reported to be improving rapidly.

Bethany, Ill.—Effective the 13th of this month the partnership of Ekiss & Carlyle was dissolved. The elevator is now owned by Chas. Ekiss and is operated under the name of Ekiss Elvtr. Co.

Springfield, Ill.—The main elevator of Wiedlocher & Sons burned Feb. 16. The loss of $100,000 was partly covered by insurance. Feed mixing machinery and a large quantity of grain were destroyed.

Haynes Siding (Illiopolis p. o.), Ill.—A. W. Maxwell, who bot the elvtr. of Lewis & Haynes last fall, is operating it under his own name. He was formerly manager of the Farmers Elvtr. Co. at Illiopolis.

Griggsville, Ill.—We hope to double the size of our feed warehouse at an early date. The present 24x40 ft. building is too small to meet our needs.—J. T. Manton, mgr. Griggsville Co-op. Elvtr. Ass'n.

Sterling, Ill.—E. A. James, formerly vice-pres. of the Armour Grain Co., and Mr. Day have formed a partnership. Mr. James will handle the business in Chicago and Mr. Day the country end. The firm will be known as James & Day. It is on the E. J. Feehery & Co.'s wire and puts all Chicago business thru that company.

Waynesville, Ill.—The contract elevator, a new type of grain company financed by the farmers but under the sole management of one man, has opened here under the direction of Calvin Gambrel. Contracts of $200 each were sold to the farmers of the community with the understanding that a small charge per bushel of grain handled would be made back to the subscriber until the full amount had been paid. The elevator has a 20,000-bu. capacity with a brick office building and a storage room and sales room for farm implements adjacent.

The legislative session of 1927 was the most costly one for the taxpayers in the history of Illinois. With Governor Small and his allies in full control of both branches of the Legislature, the Fifty-fifth General Assembly distanced all its predecessors in voting away public funds. The total appropriations for the session, according to figures compiled by the State Department of Finance, amounted to $263,295,76², in spite of the fact that on account of smaller balances in the bond issue road funds to be re-appropriated the sum allotted for highways was only $102,025,000 as compared with $146,480,000 at the 1925 session, when the appropriations totaled $285,907,382.—The Assembly Bulletin.

CHICAGO NOTES.

James E. Bennett, head of the firm bearing his name, is sojourning in Pasadena, California, for a few weeks.

We have been out of business since Sept. 23, 1927, and have no elevator now.—Williams Grain Co. (The plant of this company burned in September.)

Jas. P. Cooke of the Overbeck & Cooke Co., Portland, Ore., which recently failed, has been suspended from the privileges of membership in the Board of Trade.

The new Board of Trade building will not be equipped with pigeon perches for a million birds, so umbrellas will not be needed by pedestrians of the neighborhood.

Frederic P. Hanson, a member of the former firm of Beers & Hanson and a former member of the Board of Trade, died Feb. 11 at the age of 69. He is survived by his widow and one daughter.

Edwin A. Doern has been presented with a gold watch as a token of appreciation of his services to the Board of Trade as an official during the past 8 years. Pres. Arnot made the presentation on behalf of the members.

One unit of the Hess Drier at the Norris Grain Co.'s elevator in South Chicago burned Feb. 1, damaging a few thousand bus. of corn. The other unit continued in operation and the burned unit also is now in use having been repaired.

James Auld Rankin, a member of the Board of Trade, died Feb. 15 at his winter home in Pasadena, Cal. He was 66 years old. Mr. Rankin formerly was a partner in the old firm of Pringle, Fitch & Rankin, and a heavy operator in wheat futures. He is survived by his widow, Mrs. Sadie A. Rankin, and a daughter, Mrs. Edward Crossett.

The firm of Jackson Bros. & Co. has been merged with the New York firm of Jackson, Boesel & Co. The merger is effective March 1. The new firm will be known as Jackson Bros., Boesel & Co., with New York quarters at 42 Broadway, and in Chicago at 332 South La Salle St. All of the partners of the two old firms will be included as partners in the new firm.

The John E. Bastien Grain Co. has rigged up a dummy elevator driven by a Fordson tractor to empty the concrete tanks at its burned elevator, unloading about 5 cars a day of the 60,000 bus. in store. No grain was damaged. The contemplated reconstruction will cost about $75,000. The old Hess Drier was of metal and altho it had been in use for 25 years, could be repaired for $500, it is said.

Edward Huguelet, grain sampler employed by the Illinois State Grain Inspection Department for several years past at the Santa Fe yards, while returning to the state offices in downtown Chicago with samples from the Grand Trunk Elevator, was struck by a car while crossing Van Buren street, thrown under a truck, run over and crushed to death Feb. 24. He was 45 years of age and married. He was highly esteemed in the inspection office for his faithful discharge of his duties.

Otto Waitzmann of the Edward R. Bacon Grain Co. died Feb. 17 after a long illness. He had been a member of the Board of Trade for many years. For about 25 years he was with Rosenbaum Bros., Inc., in charge of its domestic and export wheat department, and since 1925 had been connected with the Bacon company. He is survived by his wife, Mrs. Clara A. Waitzmann, and daughter, Dorothea, also the following sisters and brothers: Mrs. Julius Meiner of Everett, Wash., Mrs. Otto Gumeringer and Mrs. Hans Gumeringer; Ottile, Victor and Richard Waitzmann.

John E. Brennan, head of the commission house bearing his name, addressed an evening meeting of the Morris (Ill.) Kiwanis Club on Feb. 21. The purposes, functions, activities, services, questions and other attacks made against the Exchange, were explained in detail. It is important to note that whenever the uninformed have been taken in hand and been thoroly posted on the above points, they themselves never have further adverse comment to make against the Board. Feeling that only those ignorant of what the Chicago Board of Trade is and does attack it, Mr. Brennan believes all loyal members should put their individual shoulders to the wheel in an effort to broadcast understanding and truthfulness.

INDIANA

Selma, Ind.—The Farmers Co-op. Elvtr. Co. has installed a J-B Feed Mill.

Shelbyville, Ind.—The Beck Grain & Feed Co. has installed a J-B Feed Mill.

Brookston, Ind.—The Wilkinson Grain Co. has installed SKF Bearings on its line shaft.

South Whitley, Ind.—Lloyd Rumsyre has been retained as manager of the Farmers Elvtr. Co.

Washington, Ind.—A recent windstorm blew a strip of tin off the shed roof of P. M. Walker & Co.

Albany, Ind.—Beach & Zimmers have installed SKF Bearings on the line shaft and head shaft in their elevator.

Indianapolis, Ind.—Piel Bros. Starch Co. is installing two Bauer Motor Driven Attrition Mills, sold by the J. M. Bell Co.

Ade (Brook p.o.), Ind.—The elevator of the Farmers Co-op. Co. burned Feb. 21 at 1:30 p. m. The blaze started in the cupola.

Mahalasville, Ind.—Mail addressed to the Mahalasville Mlg. Co. has been returned marked "Mill burned; firm out of business."

Richmond, Ind.—John Hull, aged 81, for many years a grain elevator owner, died Feb. 8. His widow, three brothers and a sister survive.

Dundee (Orestes p.o.), Ind.—The Urmston Grain & Seed Co. has installed a McMillin Combination Wagon and Truck Dump in its plant.

Williamsport, Ind.—M. C. Robertson, who recently bot the Williamsport Grain Co. of Milt Keister, will operate it as the Robertson Grain Co.

Indianapolis, Ind.—New members of the Board of Trade are Gyron K. Elliott, Roy N. Downs, Howard A. Koch, O. C. Shirley and Peter P. Triller.

IOWA

Fort Dodge, Ia.—This firm is out of business. —Mulholland Grain Co.

New Sharon, Ia.—The Farmers Elvtr. Co. has installed a J-B Feed Mill.

Modale, Ia.—The Farmers Elvtr. Co. has sold its lumber business to the Nye-Jenks Grain Co.

Whiting, Ia.—E. M. Cassady, Sr., who was engaged in the grain and banking business, died recently.

Shipley, Ia.—Mail addressed to E. H. Day & L. A. Andrews Elvtr. has been returned marked "Unclaimed."

Clarion, Ia.—The Clarion Farmers Co-op. Elvtr. Co. has renewed its charter for another 20 years.—A. T.

Truesdale, Ia.—J. F. Barnes, who has been manager of the Farmers Elvtr. Co. for several years, has resigned.

Kamrar, Ia.—The office of the Farmers Elvtr. Co. was broken into recently and a small amount of cash taken.

Atlantic, Ia.—The C. F. Dunham Grain Co. is installing a J-B Hammer Mill.—Art Torkelson, with Lamson Bros. & Co.

Carterville, Ia.—The Carterville Supply Co. has bot the business and plant of the Independent Grain & Lumber Co.

Des Moines, Ia.—The Emrich Grain Co. of Cedar Rapids has opened an office in the Hubbell Bldg., with E. H. Day in charge.

Bagley, Ia.—The plant of the Farmers Elvtr. Co. was recently sold at sheriff's sale to Davis Bros. & Potter of Fort Dodge for $8,900. R. A. Stacey will continue as manager for the new company.

Cumberland, Ia.—The Farmers Co-op. Ass'n has bot the site of the E. O. Kirchner Elvtr. and will erect a new elevator on it. This plant burned Jan. 2. Mr. Kirchner will move to Omaha where he will engage in the grain business with an old friend.

Marcus, Ia.—The Farmers Elvtr. Co. moved into new office quarters the latter part of December. The new building is of hollow tile construction of modern design. A feed building of frame construction, covered with sheet iron, has also been built. C. Brower is manager.—Art Torkelson.

Traer, Ia.—The final report of F. J. Childs, assignee of the Farmers Elvtr. Co., has been filed. Claims filed by creditors amount to $32,000, all of which will be paid by the directors who bid in the property at public auction last July. The final report shows total assets on hand of $22,010, which will be prorated in dividends to the creditors. There will be no dividends to stockholders. They will lose the amount subscribed in stock, $13,400. The directors now own and operate the business and have formed a new company.

Waterloo, Ia.—It was suggested to the city council a few months ago that Waterloo should have a grain elevator. The proposition was investigated by a com'ite which came to the conclusion that an elevator could not be operated at a profit.

KANSAS

Salina, Kan.—The Baber Grain Co. is installing a corn cutter and grader.

Ray, Kan.—The Farmers Grain & Supply Co. recently voted to dispose of its business.

Healy, Kan.—M. B. Sharp has bot the elevator formerly operated by the Salina Produce Co.

Summit, Kan.—The elevator of D. C. O'Neil has been remodeled and covered with sheet iron.

Seneca, Kan.—Henry Karlzer has installed new electric work in his elevator and feed mill.

Peabody, Kan.—Mail addressed to Agt., Great Plains Mill & Elvtr. Co., has been returned marked "Unclaimed."

Clifton, Kan.—The Wyman-Smith Grain Co. has bot the elevator of J. P. Cooler. The new owner is now in charge.

Independence, Kan.—M. T. Hetzman has succeeded W. E. Call as manager of the local office of the B. C. Christopher Grain Co.

Sharon Springs, Kan.—Vinc B. Kvasnicka has bot the elevator formerly owned by the Salina Produce Co. He has been mgr. of this plant for some time.

Salina, Kan.—Plans to build concrete storage tanks replacing the old elevator of the H. D. Lee Flour Mills Co., which burned last fall, have been postponed.

Hutchinson, Kan.—G. C. Hipple, long identified with the local grain trade and a former pres. of the Board of Trade, will move to Omaha and enter the tire business.

Wilmore, Kan.—E. E. Smith, for the past nine years manager of the Wilmore Co-op. Grain Co., has resigned to become manager of the Farmers Co-op. Elvtr. Co. at Coldwater.

Hutchinson, Kan.—The Collingwood Grain Co. recently bot 35,000 acres of land in Stanton county which will be sown to wheat. This will constitute the largest acreage of wheat under one control in the state.

Wichita, Kan.—Jackson Rader, 5-year-old son of C. B. Rader, executive sec'y of the Board of Trade, was recently seriously injured when hit by a truck and thrown to the pavement. He is in a local hospital.

Pittsburg, Kan.—The Pittsburg Elvtr. Co. is building an additional wareroom which will give about 1,000 more feet of floor space. Day and night shifts are now being operated at this plant which manufactures a line of poultry and dairy feeds.

Clay Center, Kan.—Arthur A. Wixom, pres. and principal stockholder of the Snell Mill & Grain Co. until its sale last year to the Shellabarger interests of Salina, died recently. He was 67 years old and had been in poor health the past two years.

Salina, Kan.—We are not prepared to state definitely whether we will build a grain terminal elevator at Salina this spring, but will know within the next 30 to 60 days. The report which got out was premature in stating that we were starting to let the contract.—W. L. Shellabarger, sec'y Shellabarger Mills & Elvtr. Co.

KENTUCKY

Oakland, Ky.—Windows were blown out of the plant of the Oakland Mlg. Co. by a recent storm.

Versailles, Ky.—Wind damaged the mill roof and window sash of the Farmers Union Mill recently.

MICHIGAN

Dexter, Mich.—D. E. Hoey & Sons have built a feed mill near their elevator.

Scotts, Mich.—I am no longer manager of the elevator of White Bros.—John Hamilton.

Marine City, Mich.—O. L. Miner has resigned as manager of the Farmers Co-op. Elvtr. Co.

Schoolcraft, Mich.—Walter J. Thomas of Constantine has bot an interest in the firm of Harvey & Stuart and became actively engaged in the business Feb. 15. Harvey and Stuart each retain an interest.

Gagetown, Mich.—The Wallace & Morley Co. had a small fire loss recently.

Jeddo, Mich.—We have just taken over the Jeddo Elvtr., which was last operated as the Jeddo Elvtr. Co. It has been closed for two years. It will be run under the name of A. Tosch & Sons Elvtr. Co. and will work with the one at Capac.—A. Tosch & Sons Elvtr. Co.

MINNESOTA

Kasson, Minn.—The Farmers Elvtr. Co. has installed four electric motors.

Truman, Minn.—The Farmers Elvtr. Co. has bot the business of the Ward Implement Co.

Nassau, Minn.—We hope to start construction on some new coal sheds soon.—Farmers Elvtr. Co.

Nerstrand, Minn.—The Nerstrand Farmers Mercantile & Elvtr. Co. will install a new dump scale.

Mentor, Minn.—Mail addressed to the Mentor Co-op. Co. has been returned marked "Unclaimed."

Savage, Minn.—Mail addressed to the Savage Elvtr. Co. has been returned marked "Elevator not in operation."

Savage, Minn.—Mail addressed to the Farmers Co-op. Elvtr. Co. has been returned marked "Elevator not in operation."

Henning, Minn.—Mail addressed to the Henning Grain Co., Anderson & Barry, props., has been returned marked "Firm dissolved."

Hartland, Minn.—Peter Sorenson is in charge of the Farmers Elvtr. Co. during the month of February, pending the appointment of a permanent manager.

Westbrook, Minn.—We hope to install an attrition mill and a new head drive this year, if the crop conditions look favorable.—Bert Milligan, mgr., Farmers Elvtr. Co.

Fairbault, Minn.—B. F. Orr, who operated an elevator here from 1908 to 1910, died recently. His plant burned in 1910 and he then moved to Wadena where he engaged in the mercantile business.

Willmar, Minn.—Albert Cairns of Foley has been elected vice-pres. of the New London Mlg. Co. Other officers are Marcus Johnson, pres., and Conrad S. Olson, sec'y-treas. Mr. Cairns will continue to reside at Foley.

St. Paul, Minn.—The 55,000-bu. cribbed storage for the St. Paul Milling Co., adjoining its river-front milling plant, was completed on Feb. 18 by the Jas. H. Brown Co. There are 15 bins within the unit. A concrete tunnel some 160 feet to the mill will join the otherwise separated units.

Stephen, Minn.—James Gillespie, doing business as the Gillespie Elvtr. Co., has filed a petition in bankruptcy, listing assets of $5,832, of which $2,075 is exempt, and liabilities at $117,256.33. He lists $16,965 as "notes and bills to be paid by others." His creditors are largely commission firms.

Cosmos, Minn.—A 20,000-bu. elevator was just completed for the Cosmos Elvtr. Co. by Hogenson & Ecklund. A feed mill and warehouse were constructed at the same time. Salem Buckets were installed in the elevator and D. P. Buckets in the two legs of the feed mill. An Allis-Chalmers Vertical Feed Grinder and an Emerson Cleaner were installed. Earl R. Evans is manager and C. A. Bunyon the owner. The house is on the Minnesota Western.

MINNEAPOLIS LETTER.

Minneapolis, Minn.—The 750,000-bu. concrete storage added to the Osborne-McMillan Co.'s "Shoreham" elevator by the Jas. H. Brown Co. last October, was divided into 15 tanks and 18 interstice bins.

Minneapolis, Minn.—John A. Reed, aged 66, ass't sec'y of the Atlas Elvtr. Co., died Feb. 19 after a brief illness. He had been connected with the Atlas company about 20 years. A son and daughter survive. The son is Geo. J. Reed, mgr. of the grain department of the Staley Mfg. Co. at Decatur, Ill.

Minneapolis, Minn.—J. L. McCaull of the McCaull-Dinsmore Co. met with a serious accident this week. He slipped on the ice and fell, necessitating the taking of twelve stitches in his head, but was not confined to his home for long. He has the deep sympathy of a host of friends in the trade in his suffering.

Minneapolis, Minn.—The Hiawatha Grain Co. has a 180-h.p. Fairbanks-Morse Diesel Engine which will be installed this spring.

MISSOURI

Stockton, Mo.—The Stockton Mlg. Co. has installed a J-B Feed Mill.

Martinsburg, Mo.—Will J. Fellewald has been retained as manager of the Farmers Elvtr. Co.

St. Louis, Mo.—J. H. Flynn has resigned as mgr. of the grain department of the Plant Flour Mills Co.

Unionville, Mo.—Robert Burton of Berger has been selected as manager of the Farmers Elvtr. Co. to succeed W. F. Moyer.

Wyaconda, Mo.—Elvie Beck, owner of an elevator, died recently following a brief illness. His wife, a son Byron and a daughter Frances survive.—P.

St. Louis, Mo.—The river house section of the Burlington Elvtr. of the Marshall Hall Grain Corporation burned Feb. 19. The house was used for cleaning and loading grain into river barges. Grain stored in the elevator proper which was connected to the river house by two chutes. Damage to the grain was caused by the breaking of the sprinkler system and water pouring thru the spouting. This damage is estimated at $100,000 and the damage to the river house at $100,000. The cleaning machinery was said to be a total loss. The elevator proper is operating as usual and the company is hampered only in its barge loadings. The burned structure will be rebuilt.

KANSAS CITY LETTER.

Malcolm D. Smith has applied for membership in the Board of Trade on transfer from A. L. Goetzman. No consideration was involved.

Theo. Nathan, a former member of the Board of Trade, who acted for many years as an independent broker in "puts and calls," died Feb. 12 at the age of 67. He is survived by four sons and four daughters.

Kansas City, Mo.—M. D. Smith, sec'y of the Zenith Mlg. Co., is now in charge of the business, following the resignation of A. L. Goetzman as mgr. The latter will become manager of the Inland Mlg. Co. at Des Moines, Ia., on March 15.

MONTANA

Zurich, Mont.—Mail addressed to the Agt., Milk River Elvtr. Co., has been returned marked "Closed."

Reedpoint, Mont.—Mail addressed to the Farmers Elvtr. Co. has been returned marked "Moved; left no address."

Rossfork, Mont.—An overheated exhaust pipe in the engine house was the cause of a small loss to the Judith Mlg. Co. recently.

Brady, Mont.—The elevator of Frederick F. Lewis was slightly damaged by fire Feb. 8. It was caused by an overheated exhaust pipe extending thru the roof of the engine house.

Bynum, Mont.—The elevator of the Equity Co-op. Ass'n is now owned by Kyle Jones, the ass'n no longer functioning. The house is at present leased by the Rocky Mountain Elvtr. Co., who operate it in connection with their own.

NEBRASKA

Belden, Neb.—The plant of the Fieds-Brown Elvtr. Co. is being repaired.

Doniphan, Neb.—The Farmers Elvtr. Co. recently voted to improve its plant.

Albion, Neb.—G. N. Dietz & Co. of Omaha have bot the plant of the Albion Elvtr. Co.

Overton, Neb.—Geo. E. Coons of Manley is the new manager of the Lexington Mill & Elvtr. Co.

Louisville, Neb.—Wm. S. Schwalm has succeeded H. Haws as manager of the Farmers Elvtr. Co.

Virginia, Neb.—The Farmers Co-op. Co. has completed its elvtr. and the first shipment was made Feb. 4.

Cook, Neb.—Mail addressed to the Farmers Union Co-op. Ass'n has been returned marked "Firm liquidated."

Raymond, Neb.—We installed a Strong-Scott Truck Dump in October.—M. L. Robb, mgr., Raymond Co-op. Co.

Wausa, Neb.—The Coleson-Holmquist Co. has equipped its plant with a motor driven McMillen Wagon and Truck Dump.

Shelby, Neb.—The Dawson Grain Co. of Omaha and Geo. Blevins, Jr., have leased the elevator of Albert Dunning.

Kramer, Neb.—The Farmers Union Co-op. Ass'n has filed application for authority to operate public grain warehouses.

Upland, Neb.—We are planning to install a truck dump, also a 10-ton truck scale.—N. Ostergaard, mgr., Farmers Union Co.

Chappell, Neb.—The Farmers Elvtr. Co. had a small loss by fire on Jan. 14, the cause of which is attributed to a worn bearing.

Milford, Neb.—J. H. Jarrett has sold his feed and shipping yard to J. E. Findley, but will continue to operate his grain elevator.

Pierce, Neb.—D. J. Malone has been re-elected manager of the Farmers Grain Co. He has served the company as manager since 1912.

Bennett, Neb.—I have not bot the elevator of F. M. Saum & Son, but have leased it. If I make good, I have an option to buy.—L. E. Vining.

Carter (Orleans p. o.), Neb.—Mail addressed to Agt., Richard Heinen, has been returned marked "Moved; left no address." The elevator of this company burned in December.

Wymore, Neb.—The formal opening of Black Bros.' flour mill was held Feb. 14 and attended by 800 visitors. The structure is four stories high and has a 300-bbl. daily capacity.

Stella, Neb.—Some one drove under the spout of the South Elvtr. and hauled a load of grain away recently. L. S. Nedrow found the door pried from the hinges the following morning.

Upland, Neb.—Fire started by lightning ignited the frame structure housing kerosene and gasoline storage tanks belonging to the People's Grain Co. It was extinguished before it had a chance to spread.—P.

Crab Orchard, Neb.—Local farmers and business man are soliciting subscriptions for stock in a new elevator company to replace the Farmers Elvtr. Co. whose plant burned in December. It is planned to build a new elevator.

Humboldt, Neb.—The O. A. Cooper Co. is building an addition to its plant which will house machinery for grinding all kinds of stock food. It will also include equipment for cleaning, grinding and mixing special feeds for poultry and hogs.

Omaha, Neb.—Fire broke out in the corn drier room of the Rock Island Elvtr., Council Bluffs, at 10:30 a. m., Feb. 16. Chaff on steam drying coils became ignited and started the fire, which was put out by 11 o'clock. The plant is operated by the Trans-Mississippi Grain Co.

Omaha, Neb.—Foundation work has started on the Northwestern Ry. Co.'s elevator at Council Bluffs, operated by the Updike Grain Corporation. This addition will have a capacity of 1,000,000 bus. and will be completed by July 1. Barnett & Record have the contract.

Syracuse, Neb.—R. F. Moore, who has been in charge of the Nebraska-Iowa Grain Co. here since that company bot the Duff Elvtr., will be moved to Clay county where he will have charge of an elevator for the firm. Henry Misch will be placed in charge of the local house.

Omaha, Neb.—Miss Bess Stock of the Taylor Grain Co., the only woman who buys and sells grain on the floor of the Exchange, has announced her engagement to Lieut. Ben Stern, organizer of airways in the U. S. army signal corps. The wedding will take place some time this summer and Miss Stock will give up her career in the grain business.

Omaha, Neb.—E. A. Beardsley, aged 48 years, formerly sec'y of the Merriam & Millard Co. which went out of business a few years ago, and more recently operating a brokerage business under his own name, died Feb. 9 after a long illness. He was a member of the Grain Exchange for over 20 years. He is survived by his wife and two daughters, Ruth and Margaret.

Blue Hill, Neb.—The Farmers Union Co-op. Ass'n has let a contract to the Federal Engineering Co. for a 25,000-bu. elevator, work to be started about March 1. The structure will be covered with galvanized iron and will have a fireproof roof. All equipment will be of latest model and will include an automatic air-pressure truck and wagon dump and a Richardson Automatic Loading Scale of 1,250-bu. hourly capacity.

Scribner, Neb.—The Scribner Grain & Lumber Co. bot out the Crowell Elvtr. Co. at Scribner on Feb. 9, buying the entire plant consisting of the grain, coal and lumber business. The new firm is composed of L. M. Weaver of Spokane, Wash., and A. F. Diels. The latter has been in the local grain trade for a number of years. From 1898 to 1915 he was in business for himself, and for a number of years has been manager for the Crowell company here and at Howells.

Smithfield, Neb.—Our elevator here which burned recently was constructed of tile, concrete and steel. The floors below and above bins were of wood. The leg casing and cleaner were of wood; the floor and the doors of the office were of wood; the roof of the office was of composition covered with shingles. Several cntractors have inspected the walls of the old building, but all agree that it would be much cheaper to wreck the old walls and build new ones, so we expect to build a new cribbed elevator of 15,000 or 20,000 bu. capacity with modern equipment. Hope to let the contract in a couple of weeks.—Smithfield Equity Exchange, R. J. Junkin, mgr.

Omaha, Neb.—We are indebted to F. H. Manchester, secretary of the Omaha Grain Exchange, for the twenty-fourth annual report of the Exchange, covering 1927, which contains a directory of the officers and directors, com'ites, department chiefs and assistants, officers since 1904, resident grain firms, a list of elevator and milling facilities, stocks of grain in Omaha and Council Bluffs terminal elevators the last day of each month during 1927, receipts and shipments of grain during 1927, comparative statement of receipts and shipments by years since 1904, receipts of grain at the principal markets during 1927, amount of grain in the principal producing states in 1927, carload receipts and shipments by railroads, grain inspections by months, table showing range in cash prices of wheat, corn, oats, rye and barley at Omaha, and a list of individual memberships held.

NEW ENGLAND

Portland, Me.—The New England Grain Co. has installed a power grain shovel and a motor driven feed grinder.

NEW YORK

Chaffee, N. Y.—The plant of the J. H. Gray Mlg. Co. burned Jan. 4.

Geneva, N. Y.—The Patent Cereals Co. has installed a J-B Feed Mill.

Goldsboro, N. Y.—The Goldsboro Mlg. Co. has installed a J-B Feed Mill.

New York, N. Y.—The Produce Exchange Bowling League will give a minstrel show on March 20.

Buffalo, N. Y.—Joseph A. Barry is opening a grain and feed brokerage business in the People's Bank Bldg.

Jamaica (Queens p.o.), N. Y.—The grain warehouse formerly operated by Adikes Bros. on Jamaica avenue, at 149th street, was burned recently. This old-time firm retired from the grain business last year.

NORTH DAKOTA

Sykeston, N. D.—The Occident Elvtr. Co. is installing a Model 28 Hinkley Drive.

Turtle Lake, N. D.—The Occident Elvtr. Co. is installing a Model 28 Hinkley Drive in its elvtr.

Harlow, N. D.—Mail addressed to the Farmers Co-op. Elvtr. Co. has been returned marked "Unclaimed."

Goodrich, N. D.—Engine back fire is given as the cause of a total loss to the engine room of the Farmers Co-op. Ass'n on Feb. 16.

Granville, N. D.—Mail addressed to the Agt., Dodge Elvtr. Co., has been returned marked "Unclaimed." The elevator of this company burned last August.

Bisbee, N. D.—We plan on installing new electric motors in our elevator next spring. The hi-line has just been completed into this town. —Farmers Elvtr. Co.

Mooreton, N. D.—Friction in an attrition mill caused a slight blaze at the Farmers Elvtr. Co. which was put out with a fire extinguisher with practically no damage.

Flasher, N. D.—The Occident Elvtr. Co. has installed a Hinkley Model 28 Drive.

Edgeley, N. D.—I am no longer in the grain business and am now at Washburn, N. D.—C. W. Knapp. (Mr. Knapp was formerly agent for the Powers Elvtr. Co.)

McVille, N. D.—The Farmers Elvtr. Co. suffered the loss of one of its elevators Feb. 18. The fire is believed to have started from a spark from the other elevator chimney.

Wimbledon, N. D.—The elevator of the Farmers Co-op. Elvtr. Co. at Frazier (Wimbledon p. o.) and the elevator of the Osborne-McMillan Elvtr. Co. at Wimbledon have both been closed.

New Leipzig, N. D.—Edward Schoenfeld, grain buyer for the Geo. C. Bagley Elvtr. Co. was found in the engine room of the plant with a fractured skull. He died shortly after being found. A coroner's jury returned the verdict of accidental death.

Grafton, N. D.—A continuation of tracings of records and business methods of the Grafton Roller Mills took up the session of federal court in Fargo Feb. 11 in the trial of Henry B. Eggers, Jr., former manager, charged with aiding and abetting Manville Sprague, former cashier of the First National Bank of Grafton, in misappropriations.

Bismarck, N. D.—Losses of the state mill and elevator for the year 1927 totaled $172,234.80 and brot the total deficit for the institution to $1,425,691.93, a statement by the state industrial commission shows. An operating gain of $78,632.52 was made during the year, however, which almost offsets the annual charge for depreciation which is $78,867.48.—P.

OHIO

Basil, O.—The Basil Elvtr. Co. has installed a J-B Feed Mill.

Alexandria, O.—The Alexandria Farmers Co-op. Co. has installed a J-B Feed Mill.

Grover Hill, O.—We are not in the grain business any more.—Grover Grain & Mlg. Co.

Lorain, O.—The brick warehouse of Jacob A. Berk was damaged by a recent windstorm.

Marion Ohio—A district meeting of the Ohio Grain Dealers Ass'n will be held here Mar. 20.

Delta, O.—The Farmers Co-op. Grain & Fuel Co. has changed its power from steam to oil.

Morral, O.—The Morral Lumber & Elvtr. Co. is installing a Bauer Motor Driven Hammer Mill sold by the J. M. Bell Co.

Deshler, O.—The Deshler Farmers Elvtr. has bot a combined corn and grain cleaner from the Sidney Grain Machinery Co.

Milton Center, O.—The Milton Center Grain Co. has installed conveyor equipment furnished by the Sidney Grain Machinery Co.

Waldo, O.—Edward Bender and E. B. Klingel have bot the plant of the Farmers Co-op. Elvtr. Co. and will operate it under the name of the Waldo Elvtr.

Grafton, O.—The United Mills Corporation, owning properties here and at Shelby, has closed and the business will be liquidated. These properties include an elevator at both points.

Stony Ridge, O.—We are thinking of making some changes in our feed grinding facilities. Perhaps will change our present attrition mill for one of larger capacity or install a hammer mill.—Elliott & Beasley.

Eaton, O.—Frank Hodgin has exchanged his farm of 207 acres for the Star Elvtr. of Jean Lewis. Mr. Hodgin will assume control on March 1. Mr. Lewis got the elevator from Joseph Poos a few months ago in another trade.

Monroeville, O.—The Herrman-McLean Co. has remodeled its plant and added feed mixing machinery. It now has a capacity of 25,000 bus. of bulk grain and 25 cars of sacked feeds. About a year ago this company took over the plant of Philip Horn operated as the Monroeville Grain & Feed Co., and this is the plant that has been remodeled.

Toledo, O.—Joe P. Lackey has been appointed wheat buyer for the National Mlg. Co. For a number of years he was associated with the Early & Daniel Co., Cincinnati. He was also formerly in the grain brokerage business at Knoxville, Tenn. His recent headquarters have been at Indianapolis where he established the Lackey Grain Co.

Columbus, O.—C. Eugene Gwinn, vice-pres. of the Gwinn Mlg. Co., died the evening of Feb. 13 from heart disease. He was 66 years old.

OKLAHOMA

Butler, Okla.—The Zobisch Grain Co. has started to rebuild its storage plant and coal sheds which burned Jan. 27.

Hydro, Okla.—L. L. West, formerly sec'y of the State Marketing Commission, has bot the plant of the Hydro Seed & Grain Co.

Allen, Okla.—R. B. and Fred Page of Tulsa and Hominy have built an elevator and are now ready for business. They will also do custom grinding.

Oklahoma City, Okla.—Wm. B. Hill, aged 69 years, retired grain dealer, died recently. He entered the grain business in 1889 and retired 10 years ago.

Fletcher, Okla.—H. G. Smith has bot the interest of D. E. Cline in the Fletcher Grain Co. and will continue the business. Some improvements have been made to the plant.

Prague, Okla.—Mail addressed to the Prague Grain Co. has been returned marked "Out of business." This company did not rebuild its elevator which burned in April, 1926.

Karns Spur (Geary p. o.), Okla.—The elvtr. of Samuelson & Laughlin, operated as the Karns Spur Grain Co., burned early the morning of Feb. 7. About 6,000 bus. of corn was stored in the elvtr. The loss is estimated at $11,000.

Ponca City, Okla.—Plans for an office and warehouse at the plant of the Ponca City Mlg. Co. are being drawn by Horner & Wyatt, who also designed the company's new milling plant. Bids for construction will be received about the middle of March.

Enid, Okla.—The Pillsbury Flour Mills Co. of Minneapolis is asking for bids on a new plant to be erected here. The plant will consist of a mill of 3,000 bbls. daily capacity, in two units of 1,500 bbls. each. An elevator with a storage capacity for about 1,000,000 bus. is included in the plans.

Kingfisher, Okla.—The Bob White Flour Mills, Inc., has leased the plant of the Oklahoma Mill Co., which is to be operated by that company at once. J. Perry Burrus of McKinney, Tex., is interested in the new company, which will be managed by W. Lee O'Daniel, also manager of the Burrus Mill & Elvtr. Co.

Edmond, Okla.—The roof on the warehouse of the Eagle Mlg. Co. was burned Feb. 10 at 4:00 p. m. A woman living next door to the warehouse was burning the dead grass on the lawn of her home and there was some tall grass on the side of the building which carried the fire to run up the walls of the building and burn off the roof. The loss is covered by insurance.

OREGON

Portland, Ore.—Geo. S. Reid has bot the business of the Willamette Valley Grain Co. and opened offices in the Board of Trade Bldg.

Portland, Ore.—The Sperry Flour Co. has filed suit against the Security Savings & Trust Co. of Portland, demanding that it be included among the creditors of Max G. Houser. Mr. Houser turned over his assets, valued at $9,157,813.48, to the trust company to be liquidated for the benefit of his creditors. The plaintiff alleges $1,413,028.57 is due it on Portland Flouring Mills bonds, a Houser concern.

Portland, Ore.—Regarding the damage to the Portland terminal dock and elevator of Northwestern Dock & Elvtr. Co., one of our subsidiaries, by the SS. "City of Osaka," the steamer rammed the dock head-on, penetrating to a distance of some 25 to 35 ft. The ship was undamaged save for a few sprung plates under her bow, while damages to the structure were quite considerable owing to the fact that it was struck at the most vital point of its loading facilities. The lower portion of the main elevator leg, boot and loading scales were completely demolished aside from damage to the structure, and repairs will probably take a period of 30 days. The property is owned by the Oregon-Washington Railroad & Navigation Co. and operated under lease by the Northwestern Dock & Elvtr. Co.—R. S. Tracy, sec'y-treas., Strauss & Co., Inc.

Portland, Ore.—Creditors of the Overbeck, Cooke Co., wire brokerage house which closed its doors several weeks ago, will not likely realize over 25 cents on the dollar, according to information given by auditors of the company's books.

PENNSYLVANIA

Philadelphia, Pa.—Fisher & Co. of Malvern have applied for membership in the Commercial Exchange. They are continuing the old firm of Fisher & Nolan.

Harrisburg, Pa.—Hoffer & Garman, Inc., and the Capital Flour Co. have merged. The new firm will be known as Hoffer & Garman, Inc. This company operates elevators at Harrisburg and William Grove, Pa.

Philadelphia, Pa.—The American Grain & Feed Co., which opened an office in the Bourse Bldg. about a year ago, continued only a few months, and we understand there is no such concern in the building now.—A. B. Clemmer, sec'y, Commercial Exchange.

Philadelphia, Pa.—Officers of this company are: W. K. Woolman, pres.; R. J. Barnes, vice-pres.; G. A. Wenz, sec'y; P. R. Markley, treas. We are engaged in a general grain export business at this port. The writer and Mr. Woolman were formerly connected with the Philadelphia Export Co. Mr. Markley has been engaged in the general commission business for several years and was formerly with J. B. Pultz & Co. He is at present operating a private wire from James E. Bennett & Co., Chicago. Mr. Wenz is a partner in the firm of Woolman & Co., who have been established in this market for a great many years.—R. J. Barnes, Tidewater Grain Co.

SOUTH DAKOTA

Wecota, S. D.—Mail addressed to the Pacific Grain Co. has been returned marked "Out of business."

Agar, S. D.—The Geo. P. Sexauer & Son Elvtr. Co. has let a contract for the erection of an elevator.

Mobridge, S. D.—Farmers have been holding mass meetings to determine whether or not a farmers' elevator should be built in Mobridge.

Onida, S. D.—The Geo. P. Sexauer & Son Elvtr. Co. will let a contract soon for an elevator. The company also plans to install a feed grinding mill.

Gregory, S. D.—The Gregory Roller Mills is installing an Eureka Junior Corn Cutter and Grader to take care of its increasing chick feed business, above being bot thru the Strong-Scott Mfg. Co.

Irene, S. D.—The elevator of the Riley-Arneson Co. was badly damaged recently. An explosion is believed to have been the cause. The building was moved about six feet off its foundation and settled down about the same distance, the supporting pillars under the structure being torn down in the crash.

Alpena, S. D.—Mason Smith, Geo. Brigham and Allen Brigham have bot the elevator of Neuharth & Busse. The elevator was sold because of the poor health of Mr. Neuharth, the manager. Mr. Smith also owns a mill and elevator, and Mr. Geo. Brigham was formerly manager of the Farmers Elvtr. Co., so both are well known in the local trade.

Stickney, S. D.—E. W. Furchner, who has been local agent for the Jas. Carlon Elvtr., will become manager of the Stickney Co-op. Union March 1, succeeding L. A. Monnell who resigned to look after his farming interests near here. Mr. Monnell has been successful as manager and is still a stockholder of the company and will continue to support the organization.—M. E. Coffey.

SOUTHEAST

Richmond, Va.—H. A. Walker has been admitted to membership in the Grain Exchange.

Richmond, Va.—This firm is now out of business.—N. R. Savage & Son. (This firm was a jobber of feed, grain and seed.)

Sanford, Fla.—The H. B. McCall Industries, Inc., has been incorporated; capital stock, $25,000; to deal in grain, feed, etc., by H. B. McCall, Sr., and H. B. McCall, Jr.

Moultrie, Ga.—A warehouse belonging to the Moultrie Mill & Elvtr. Co. burned recently and threatened the elevator of the firm. No insurance was carried on the warehouse.

TENNESSEE

Adams, Tenn.—Sheet metal on the mill of J. E. Hill was slightly damaged by a windstorm recently.

Nolensville, Tenn.—The metal roof on the mill of Allen and D. R. Gooch was slightly damaged by a windstorm recently.

Nashville, Tenn.—Frederick J. Moon, aged 38, died Feb. 12 at his home in Louisville. Mr. Moon was formerly senior member in the Moon-Bennett Grain Co. which operated an elevator in East Nashville. He leaves a widow.

Memphis, Tenn.—The following have been admitted to membership in the Merchants Exchange: Union & Planters Bank & Trust Co., F. C. Weathersby, J. P. Sledge, Central Feed Mills, and Central Mills Corporation. C. H. Mette and Falls Austin have withdrawn their memberships.

TEXAS

Weatherford, Tex.—The Dorsey Grain Co. has installed a new electric motor.

Goose Creek, Tex.—The Goose Creek Grain Co. is building a 40x80-ft. warehouse.—P.

Temple, Tex.—The Temple Mlg. & Elvtr. Co. is building additional grain bins and an elevator shaft at its plant.

Levelland, Tex.—A company, comprising 80 stockholders, has been formed under the auspices of the Texas Grain Dealers Ass'n and will erect an elevator.

Dallas, Tex.—The J. C. Crouch Grain Co. has moved its offices to 907 American Exchange Bank Bldg. where it has secured more room necessitated by enlargement of the local elevator and also the recent purchase of the new elevator at Lubbock.

San Juan, Tex.—Hall S. Crain, together with U. S. Biehnke and D. C. Hogan, have bot the Valley Grain & Elvtr. Co. Mr. Crain is pres. of the firm, Mr. Boehnke, treas., and Mr. Hogan, sec'y. Mr. Crain has been manager of the business since last October.

Farnsworth, Tex.—Carl Hurter is now manager of the local branch of the Perryton Equity Exchange, having succeeded L. R. Connor, recently resigned. Mr. Hurter was formerly manager of the Sharon Grain Co. of Huntoon, Tex.—Perryton Equity Exchange.

Fort Worth, Tex.—The marketing operations of the Fort Worth Elvtrs. & Warehousing Co., formerly called the Fort Worth Elvtrs. Co., have recently been taken over by the Smith-Ingraham Grain Co. Jule G. Smith is vice-pres. and W. P. Ingraham, vice-pres. and treas.

Lubbock, Tex.—The Perry Burrus Elvtrs. have bot the new 500,000-bu. elevator recently completed. This elevator, together with the one in Dallas, will be operated by the J. C. Crouch Grain Co. of Dallas. The local elevator was designed and erected by the Jones-Hettelsater Construction Co. It is of reinforced concrete and was originally erected for the Whaley interests.

Fort Worth, Tex.—The Exchange Commission Co. is Fort Worth's newest organization in the handling of grain and feed products in straight carlots. This company was organized by Gaylord J. Stone, pres. of the Universal Mills, together with three of his associates, and myself as manager. The writer has been in the grain business practically all his life, for a number of years connected with Kansas City's largest elevator, and in recent years associated with the Fort Worth Elvtrs. Co. of this city.—W. O. Brackett.

WASHINGTON

Othello, Wash.—Mail addressed to the Farmers Co-op. Grain Co. has been returned marked "Unclaimed."

Olympia, Wash.—Mail addressed to the Washington Farmers Union has been returned marked "Unclaimed."

Hadley (Prescott p. o.), Wash.—Mail addressed to the Hadley Wholesale Co. has been returned marked "Unknown."

Mohler, Wash.—F. M. Fleisch, mgr. of the local office of the Odessa Union Warehouse Co., was found dead in his chair at the office recently.

Hite, Wash.—The Washington Grain & Mlg. Co. had a slight loss to its plant recently from a fire which started in one of the legs due to a hot bearing. It smoldered nearly 12 hours and was not found until next morning.

Longview, Wash.—Work is progressing on the 375,000-bu. elevator being built for the Port of Kelso. It is planned to have the work completed by June 1. Concrete for the ten outer and five inner storage bins is being poured.

Seattle, Wash.—Construction of the addition to the West Seattle Elvtr., which is leased by Strauss & Co., Inc., from the Northern Pacific Railway, is practically completed. The annex will hold 500 tons of grain, making the total capacity of the elevator 25,000 tons.

Spokane, Wash.—Our new cleaning system is already installed and in operation. This machinery represents a departure from the old cleaning method of shaker separators. The new machines were manufactured by the Carter-Mayhew Co. and do not necessitate having an independent suction into the dust collector.—W. R. Austin, plant mgr., Sperry Flour Co.

WISCONSIN

Bangor, Wis.—The Farmers Co-op. Exchange has bot the feed business of Page Bros.

Superior, Wis.—Excavation for the 3,000,000-bu. addition to the Great Northern Elvtr. has been completed.

Gilman, Wis.—The Gilman Lumber & Supply Co., incorporated; to deal in lumber, grain, feeds, seeds, etc.

Superior, Wis.—A frame building near the Great Northern Elvtr., used by the A. D. Thompson Co. of Duluth to test grain coming into the yards, was destroyed by an explosion followed by a fire. Two employees were standing in the doorway when the explosion occurred and one of them was cut by flying glass. The building was being fumigated for insects.

MILWAUKEE LETTER

Milwaukee, Wis.—The Donahue-Stratton Co. has leased the 500,000-bu. elevator of the Stern Mlg. Co. and refitted the plant for grain storage.

Milwaukee, Wis.—Scott, Burrows & Christie, a stock and grain commission firm of Chicago, has opened a branch office at 68 East Wisconsin Ave., with Geo. P. Blakney as resident manager.

The board of directors of the Chamber of Commerce has just designated the "Atlas" Elevator, operated by Donahue-Stratton Co., as a registered storage house. This elevator has a storage capacity of 500,000 bus. It was the tank storage unit of the Bernhard Stern & Sons' Atlas Mills before the mill itself was destroyed by fire a little over a year ago, and has now been completely equipped as a storage elevator.

The directors of the Chamber of Commerce ordered a ballot vote on Friday, March 2, on these proposed amendments:

To widen the discount on No. 3 white oats as a deliverable grade on futures contracts from 1½c to 3c per bushel, beginning with the July, 1928, option.

To permit smoking in the exchange room during the business session after 12 o'clock on other days than Saturday, and after 11:30 o'clock on Saturday.

WYOMING

Keeline, Wyo.—D. A. Shoopman has bot the Kemble-Senn Elvtrs. here and at Lost Springs, Wyo.

A strange delusion seems to persist that wheat prices have been more stable since Pools began to operate than they were before. This delusion seems to be entertained in Australia as well as in Canada. A mere glance at any chart of wheat prices over a series of years is sufficient to reveal that this idea is absolutely wrong in fact. The only period in the last three and a half years in which there has been any semblance of what might be called stability has been during the past three months. Prices have jumped about as they never have done in any corresponding period since market quotations were recorded.—*Grain Trade News.*

Indiana Farmer Grain Dealers Meet at Logansport

The thirteenth annual convention of the Farmers Grain Dealers Ass'n of Indiana met at Logansport on Feb. 23-24.

Most of the terminal delegates, coming from Indianapolis, Fort Wayne, Toledo, Buffalo, etc., arrived the preceding evening and all joined in a tour of Logansport's tourists' camps amid the sycamores and candlelights on the banks of the Wabash, where in honor of Fred Campper's birthday, classes in economy were held, preceded by an impressive initiation into the "Ancient Honorable Order of the Flea," a sub-rosa grain trade organization promoting Alex MacDonald for Secretary of Agriculture.

PRES. M. P. HILL called the first session to order in the City Hall at ten Thursday morning with over a hundred registered.

MAYOR GUTHRIE welcomed the delegates. Vice President Matthew Maroney responded.

AUDITOR F. W. MOONEY, on the "Progress of Indiana Farmers Elevators During 1926-27," elucidated on the importance of building up a substantial cash reserve on which to operate, rather than to pay interest on borrowed working capital; and of the good judgment of giving elevator managers a "free hand" as long as money is made from operations.

GOOD ROADS was assigned to John Brown, Monon, president of the Indiana Good Roads Ass'n, following which the session adjourned for luncheon.

Thursday Afternoon Session.

The second session was called to order at 1:30 with over seventy-five present. A few songs started the program.

J. M. MEHL, U. S. Grain Futures Administration spoke on "Future Trading as It Affects the Country Elevator," which excellent address will be published in the next number.

SEC'Y E. G. McCOLLUM delivered his annual report.

CHRIS L. CHRISTENSEN, in charge U. S. Division of Co-op Marketing, spoke on "Co-operative Marketing," a detailed history of the movement in all lines of commodities.

PROF. WALLACE State Entomologist, spoke on the "Corn Borer," repeating his warnings of the Indianapolis convention last month.

Annual Banquet.

About 150 sat down to a sumptuous banquet held in the Elks Club, which turned out to be a four-course chicken dinner.

Caldwell & Joice, comedy entertainers, performed.

The American Legion Male Quartet sang and led in community singing.

FREDERICK LANDIS, Ex-Congressman of Indiana, was the after-dinner speaker. His talk delved in "Statesmanship, Then and Now."

Managers' Session Friday Morning.

WALTER PENROD, Medaryville, President of the Manager's Ass'n, called the third session to order at nine on Friday morning, following which several songs were sung.

LLOYD R. RUMSYRE, South Whitey, spoke on "Fertilizer as a Side Line," encouraging the adoption of same by brother managers. Credits and sales policies entered into his discussion.

URLEY FITZPATRICK, Knox, on "Grinding and Mixing vs. Commercial Feeds," favored the handling of "Commercial" feedingstuffs by the elevators, because the formulaes thereof were more scientific and therefore produced better results for the patron, tho less profits for the elevator.

V. L. MARKS, President of the Illinois Managers' Club, spoke on the "Hub of Co-operation," and invited the Indiana managers to join the Illinois managers in a joint meeting.

EVERETT McVICKER, Van Buren, spoke on "Collecting Accounts." Having been a collector for a telephone company, as well as for a collection agency, he knows how to do it. With the phone company it was an easy proposition, for if a party didn't pay up the service was shut off. That, he insists, is the policy the grain elevators of the land should adopt in conducting the side-line sales business on credit, for if you don't shut off their credit they'll work you to death until you do shut it off and then go trade somewhere else leaving you high and dry. In Mr. McVicker's opinion:

It is far better for the manager of an elevator to make a charge entry rather than to have some clerk do it, for if the manager makes the entry in front of the credit customer then that customer knows the manager knows he is indebted for the charge; whereas, if a clerk makes it the customer is given an opportunity to claim the charge is in error, which the customer will do if he thinks of it.

Also, before granting a new customer a line of credit, or if you're a new man in a community, take time to ask your banker about so-and-so's credit before becoming involved to avoid heavy losses. If his credit is good he'll not object; if it's not you don't want his business anyhow and don't mind the imaginary offense he takes at your asking for time.

Of paramount importance, and a factor realized by very few managers, is the ability to turn down a credit purchaser who is an uncertain risk rather than to add to the "Accounts Receivable" column, which in many instances means taking a total loss of goods, interest on invested capital in those goods—as well as the capital invested itself, and the profit due. Let the other fellow take the losses, and you take the good customers.

In coal sales of from half-ton to ton lots, get your money for the first lot before permitting another lot to be taken out on credit. If a farmer drives up to the coal yard, loads and weighs up, and then starts to drive away with the remark "Charge It!" make that fellow get off his wagon and either pay up for the first lot of coal or unload what he's got on, before letting him get away. When a community knows what your business policies are, customers will recognize them, stick by them, and seldom attempt to overstep your rules. By making a few "smart" farmers unload a wagon load of coal for not having paid for a previous load, their respect and future business is won. Try it if you don't believe it!

On all dead beat accounts of some standing, try again to collect right after the crops are in or some source of revenue to them just realized, such as the sale of stock, etc. But go get 'em.

On all accounts over 60 days we take an interest bearing note on amounts over $10. In making out charge slips jot down when the farmer says he will pay up and give him a copy of this sale's memorandum with notation of his promise to pay by certain date. Then collect when due.

On credit sales it is often a good practice to take a check, or note endorsed by two or more good men, or both a check and note, or else a chattel mortgage or judgment note, for if you don't sometime someone of them is going to stick you hard. The Indiana laws are strict on writing checks on an account in which there is "non-sufficient funds" and most of the farmers of the state know of the penalty attached for committing such a misdemeanor, so take their check even if it is dated ahead for the "leverage" it gives on prying them loose from the money when the time arrives for collection of note taken simultaneously.

On time given ahead, never grant more than 30 days, for if you give them sixty, ninety, six months, or a year, they'll take advantage of you every time they can. In limiting all checks and notes to a date thirty days ahead the farmer has little opportunity to take bankruptcy, throw a sale, move, or whatnot; and even if it is necessary for the elevator operator to hold the note for longer than thirty days to get the money, of which fact he may know and agree to from the time of the transaction, yet by having a note or check or both, due any time after thirty days, the "leverage" on such debtors has a psychological effect working to the benefit of the holder of such memorandums of indebtedness.

Competitors should get together and compare dead beat accounts to avoid getting stuck on the same debtors. If you can't work with a competitor, then just watch your extension of credit a little closer. Let the other fellow have all the "poor-pay" accounts, and you will make more money in the long run.

Taking a "Bill of Sale" on stock, grain, or what-not, qualified with heavy penalties as security for money loaned is a safeguard the shady farmer seldom can ignore. Some take ten cents a bushel penalty in addition to other penalties, where a farmer borrows money on his growing crop and then delivers it elsewhere for barter.

MANAGER A. O. CHERRY, of Manilla, led the discussion following. "Make 'em pay up and they'll come through with all their business," is Cherry's motto, and he says it works. If you've got any chronic kickers, or disgruntled stockholders, buy them out quick. The chances are they won't sell out and will develop into your very best customers.

PRES. HILL next solicited contributions to a rate case being fought through Sec'y Shorthill's office, which resulted in a total pledge of $180.

FRANK PYLE, Frankton, on "Is It Advisable to Hold Grain?—If So—When?" advised against the practice, pointing out that taking sure profits was a much saner policy to follow than taking a chance on not showing stockholders a profit at the end of the fiscal year. "It's silly to hold grain," he said. "Cinch a profit and play safe. In this respect, all elevators should have a set policy for the manager to follow in the matter of hedging, for the country elevators are not in close enough contact with the fluctuations of the option market to watch it because of other duties, just as the country elevators do not have facilities for storage. Further than that, the investment is too big to store wheat."

MANAGERS having commodities for sale or wishing to purchase articles for distribution in their territory, including seeds, stood up one by one and made their wants known. About ten out of the fifteen managers present wanted to buy or sell seeds.

FRED POND, Secretary of the Buffalo Corn Exchange, spoke in behalf of that terminal, calling to attention the consumption demand of their market, and encouraging shipments in that direction. His solicitation was interspersed with much humor.

THE MANAGERS then went into closed session, elected officers and decided to hold a summer picnic.

ADJOURNMENT for luncheon followed.

Friday Afternoon Session.

The fourth session was devoted to the business of the organization, with reports of officers, com'ites, etc., followed by presentation of resolutions, and the election of officers.

Resolutions Adopted.

WHEREAS, We firmly believe that direct shipments have not been financial benefit to the farmer, therefore be it

RESOLVED, That we favor an open and a competitive market on both livestock and grain.

WHEREAS, The present Federal regulations require labeling of any product containing corn sugar as an adulterant, while in fact the food value of corn sugar is equal to or greater than that of cane or beet sugar, therefore be it

RESOLVED, That we urge removal of these requirements and have corn sugar put on a parity with cane or beet sugar in the manufacture of food products.

WHEREAS, It is an established fact that the water transportation will greatly reduce the cost of marketing farm products and thereby increase the returns to the producer, therefore be it

RESOLVED, That this convention endorse the plans suggested for the inland waterways for ocean-going boats with emphasis on those plans pertaining to the St. Lawrence deep waterway.

WHEREAS, The work done by the United States Department of Agriculture in the study and control of the European corn borer has shown progress and good results, therefore be it

RESOLVED, That this body urge the continuance and enlargement of appropriations to make this work even more thoro.

OFFICERS of last year were re-elected, as follows: M. P. Hill, Francesville, Ind., president; Matthew Maroney, Lucerne, vice

[Concluded on page 240.]

Grain Carriers

Milwaukee, Wis.—Some $325,000 for construction work and $20,000 for maintenance has been allotted this port by the federal government.

Surplus box cars on Class 1 railroads on Jan. 31 numbered 182,001, a decrease of 15,500 over the previous week, when 197,501 were immediately available for service.

The Canadian Industrial Traffic League held its annual meeting at Montreal Jan. 20. E. J. C. Finch of Montreal was elected president and R. W. McLeay, Toronto, general secretary. Twenty new members were admitted.

Quebec is now on a par with Montreal under the new export rate. The first consignment of wheat to arrive under the new tariff, 700,000 bus. from Fort William, was received Feb. 14, and unloaded for storage at Quebec until the opening of navigation.

Norfolk, Neb.—Grain moving from west of here will hereafter take the Sioux City rate via the Northwestern and the St. Paul roads, by authority of the Nebraska State Railway Commission on Feb. 8. The rate has been 3 cents above the Sioux City rate heretofore.

Atlanta, Ga.—Grain and grain products interests opposed cancellation or revision of proposed grain and grain products rates in Southern territory, at hearings before the Southeastern Freight Ass'n. Carriers sought to establish a mileage basis for such commodities, involving material increases.

Buffalo, N. Y.—The establishment of a port authority for Buffalo and the Niagara Frontier has been recommended to the state legislature by the commission appointed to investigate the subject. The plan for a port authority has been endorsed by many prominent individuals and organizations.

Regional Shippers Advisory Board meetings coming next month include the Southeast, Mar. 9, at Charlotte, N. C.; Pacific Northwest, Mar. 9, at Roseburg, Ore.; Ohio Valley, Mar. 13, Columbus, O.; Allegheny, Mar. 15, at Pittsburgh, Pa.; Pacific Coast, Mar. 16, San Francisco, Calif.; Trans-Missouri-Kansas, Mar. 21, Kansas City, Mo.

Washington, D. C.—A hearing on Docket 15026, Oklahoma grain and grain products rates to Louisiana points, tariffs covering which prohibited transit privileges in connection with rates which the Interstate Commerce Commission ordered published and in effect by Dec. 26, was held here during the past fortnight in an effort to have the transit restrictions removed.

Omaha, Neb.—The Burlington Railroad has been permitted by the State Railway Commission to amend its milling-in-transit tariffs to allow prepared flour to be moved at the balance of the thru-rate when non-transit ingredients contained therein do not exceed 5% of the total weight, and where non-transit ingredients exceed 5% but are not more than 20% the flour rate from the milling point to final destination is to be charged.

Cars loaded with grain and grain products during the week ending Feb. 4, totaled 53,788, an increase of 6,908 cars above the same week last year and 9,103 cars above the same period in 1926. In the Western districts alone, loadings of grain and grain products totaled 36,759 cars, an increase of 6,895 cars over the same week in 1927. Loadings the past four weeks were: 53,177 for Jan. 28; 48,787 for Jan. 21; 48,633 for Jan. 14, and 36,600 for Jan. 7. Cumulative loadings for the past five years were: 240,985 cars in 1928, 225,868 in 1927, 233,060 in 1926, 245,173 in 1925, and 226,064 in 1924.

Salt Lake City, Utah—Hearing on equalizing the grain and grain products rates from Twin Falls, Ida., to the Pacific Coast via both Ogden (49c) and the Rogerson (Ida.)—Wells (Colo.) cutoff (44c) distance which are 1,033 and 730 miles, respectively, was held before Examiner Mattson last week. The Union Pacific was favorable but sought to charge a higher rate to intermediate points. Grain products interests pointed out that it was impossible under the present rate situation, to buy Idaho wheat at Twin Falls to be milled in transit and sold in San Francisco in competition with wheat granted a better rate via the cutoff.

The records show that in 1925, the direct freight cost to those shippers, who were in a position to use the New York State Barge Canal, was about one-half cent per ton mile. The actual cost of producing that service was 2.53 cents per ton mile, after taxes had been included. The rate per ton mile by Eastern railroads in 1925 was 1.089 cents per ton mile. It is seen, therefore, that it would have saved the taxpayers of New York a great deal of money in 1925, to have moved the barge line freight by rail free of all charge to those shippers who were able to use the canal at all, rather than to have builded and maintained the canal for their benefit alone.—C. D. Norris, of Western Railways.

Improvement of the Missouri River between Sioux City and Kansas City at an estimated cost of $46,000,000 to permit barge line service was advocated recently before the House Com'ite on Appropriations by C. E. Childe of the Omaha Chamber of Commerce, J. H. Tedrow of the Kansas City Chamber of Commerce; W. H. Fitzpatrick, transportation commission of the St. Joseph Chamber of Commerce, and several others. Mr. Childe said the grain movement alone tributary to the Missouri River above Kansas City was in excess of 16,000,000 tons a year. The saving at 5c a bushel would be $30,000,000 in freight a year, he said. Considering the advance in market prices at River points he said the benefit to farmers would be over $60,000,000.

James P. Goodrich and his son and nephew P. F. and John B., who are well and favorably known in the grain and hay business, will have to take some other method of getting connection of their coal mine, known as the Patoka Coal Co., with the Big Four, the Interstate Commerce Commission's examiner having declared against a certificate of public convenience and necessity for their proposed Algiers, Winslow & Western R. R., 15 miles long. The Supreme Court of the United States, has held, however, that there is no authority for limiting a shipper to an outlet over one road. When a shipper finds a road so convenient and necessary to himself that he is willing to pay the cost of construction he ought to be permitted to go ahead with the improvement.

The U. S. Shipping Board authorized the sale of three Pacific Coast Line ships to three different business organization on Feb. 16. This action was taken after the bids had been considered by the Senate Commerce Com'ite. The bids for these Lines totaled about $3,500,000. This action puts the government entirely out of the shipping business on the Pacific Coast and that portion of the American Merchant Marine which operate from that coast goes to private interests who guarantee to maintain regular services over the prescribed routes for a period of five years. In addition to the five-year guaranty the new owners agree to give six months' notice in case abandonment or curtailment of the liner services is contemplated. The Lines are the American-Australia-Orient Line of 21 ships, the Oregon-Oriental Line of 11 ships, and the American-Oriental Mail Line of 7 vessels.

I. C. C. Activities.

In I. & S. 2963, the Commission ordered cancellation of proposed tariffs on grain from Des Moines, Ia., to points in Texas, holding the proportional rates not justified.

In 18539, the Commission awarded reparation to the Fowler Commission Co. for inapplicable or unreasonable rates on several cars of corn over the Q originating in Kansas, Nebraska and Iowa and milled in transit at St. Joseph or Kansas City.

In 18870 the rate was found unreasonable on a car of barley from Leoti, Kan., to Santa Paula, Cal., and on a car of kafir corn from St. Vrain, N. M., to Santa Ana, Cal., and waiver of undercharges authorized from the Missouri Pacific to Globe Grain & Milling Co.

In 18738 the Commission found unreasonable the rates on grain from East Grand Forks, Minn., to the North Dakota Terminal in Grand Forks, N. D., to the extent that they exceed 3.5c. The present rate is 5c, and the new rate will go into effect not later than Apr. 16. The Northern Pacific also is ordered to grant transit on such grain when destined to Minneapolis or Duluth.

In I. & S. 2954, Examiner Williams recommends that rates be left as they are on grain from points in Ohio to points in Kentucky, Ohio and West Virginia. The proposed rates were filed by the carriers to satisfy the Indianapolis Board of Trade, complainant in No. 19330, alleging that rates were too high thru Indianapolis from points in Illinois and western Indiana to points on the C. & O. between Cincinnati and Huntington, W. Va. This complaint is recommended for dismissal on a finding that the rates are not unreasonable.

The U. S. Court of Claims has dismissed the petition of the Enid Milling for recovery of profits in excess of 25c a barrel paid to the Food Administration, amounting to $7,984.82. The actual excess profit was over $19,000. The court held there was nothing in the act requiring moneys to be refunded, and that during the war the Government had a right to control millers' profits.

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
Randolph Grain Driers
THIS DISTINGUISHES THE BEST FROM THE REST

THE Randolph Direct Heat Grain Drier is the most efficient device that has ever been devised for conditioning grain.

Built to fit the needs of the largest terminal or the smallest country elevator, flour or feed mill, priced to correspond.

It not only dries grain at less cost than any other drier, but the direct heat system removes odor and sweetens the poor grain.

Now is the time to plan for drying next new crop.

Write us, giving your requirements and let us quote prices and terms.

O. W. Randolph Co.
Toledo, Ohio

Feedstuffs

Buena Park, Calif.—An alfalfa mill is to be put up here by C. F. Frazier.

Humboldt, Neb.—A feed mixing plant is now under construction for the O. A. Cooper Co.

Lamar, Colo.—An alfalfa meal mill of 100 tons daily capacity is now under construction for the Lamar Milling Co.

Atlanta, Ga.—E. Talbird is head of the newly organized and incorporated Southern Cottonseed Products Co., having capital of $10,000.

Springfield, Mo.—The interest of J. A. Silvers in the Southern Feed Co., mixed feed manufacturers, has been purchased by his associates, Paul Warner and Paul Vandiver.

Petaluma, Calif.—The Southwest Reduction Co. was recently organized and incorporated for $50,000, by L. B. Hart and R. M. and A. B. Hill, to manufacture poultry and stock feeds.

Hammond, Ind.—The 168,000-bu. concrete grain storage and 75-foot conveyor gallery and tunnel, comprising 8 tanks and 11 interstice bins, built for the Pratt Food Co., was completed the latter part of November by the Jas. H. Brown Co.

Northfield, Minn.—The Malt-O-Meal Sales Corporation, Inc., has been organized with a capital stock of $50,000, to buy, sell, cereals and food products, by J. S. Campbell of Northfield, F. E. Brewer of Marshalltown, Ia., and A. D. Swartzel of Dubuque, Ia.

New Brighton, Pa.—A fireproof feed mill building and warehouse completely furnished with S. Howes & Co. feed manufacturing equipment, is soon to be completed for J. H. Hornby & Sons. Some 10,000 sq. ft. warehousing space is afforded for feed and flour storage.

Los Angeles, Calif.—The capitalization of of the Poultrymen's Co-op. Mlg. Ass'n is expected to be increased by action of the board of directors to $500,000, just twice the present capitalization, which is understood to be almost entirely tied up in property holdings.

Nashville, Tenn.—The new 250,000-bu. elevator for the Ralston Purina Co. of St. Louis, Mo., was formally opened amid ceremonies on Feb. 11. Following inspection of this feed manufacturing branch, a dinner in honor of the occasion was given at one of the prominent hotels.

Ottawa, Ont.—The Department of Agriculture has assured the Canadian National Millers' Ass'n that complaints against the low-protein 1927 wheat crop, bran, shorts and midds, will not be based on protein deficiency, tho the regulations pertaining to purity and fiber content will be rigorously upheld.

The McMillen Co., Fort Wayne, Ind., has filed trademark Ser. No. 257,842, as being particularly descriptive of egg mash, mash, all-mash chick starter, all-mash grower, chick starter, growing mash, scratch feed, crate fattener, pigeon feed, dairy ration, dairy feed, hog meal, horse feed, calf meal and pig meal. In the mark a silhouette of a horse and rider is accompanied by the word "WAYNE."

Hobart, Okla.—The Chickasha Cotton Oil Co. has a three-story 60-70 ton feed mixing mill, two warehouses and six large grain storage tanks of 50,000 bus. capacity, now under construction, at an estimated expense of $35,000. A complete line of poultry and livestock feeds made of milo, kafir, feterita, wheat, corn, oats and other grains, is to be manufactured. The company operates some 90 feed distributing storerooms in Oklahoma.

Nebraska City, Neb.—George C. Eicher, Toledo (Ohio) manager of the Sheets Elevator Co., of Cleveland, O., poultry and stock feed manufacturers, will become plant manager here for the company, as of Mar. 1. The new branch here was purchased of the Great Western Cereal Co. A. C. Hoffman, former traffic manager, will succeed Mr. Eicher as manager at Toledo.

Minneapolis, Minn.—A new 48x120x18 ft. (to eaves) alfalfa hay grinding plant was just completed for the International Sugar Feed Co. by the Jas. H. Brown Co. on Feb. 2. Conveying, spouting, dust collecting, and kindred equipment is now in the course of installation. The Williams Grinder, powered with a 250-h.p. motor, is capable of turning out from 10 to 15 tons an hour.

Los Angeles, Calif.—Further details on the projected construction of a four-story feed manufacturing plant for the Stanton Milling & Sales Co., are to the effect that the undertaking is estimated to cost $125,000, which is half the capitalization of the fourteen-year-old organization. An additional elevator story, 100 by 40 feet, is to be added; a one-story 30 by 40 ft. office to adjoin. The lower floor of the plant is to be used for warehousing and shipping, and the three stories above for manufacturing. Side-track facilities will be available.

Duluth, Minn.—The White Grain Co. plans to enlarge its mill for the production of twenty-eight kinds of poultry and dairy feeds, for distribution throughout the Northwest—which has advanced tremendously in the production of dairy products. It is also their intention to continue expanding in direct proportion with the future growth of the dairy industry in their territory. An extensive program for the manufacture of fertilizer products for all types of soils is now under consideration. The company is composed of R. M. White, pres.; Earl M. White, vice-pres.; and D. A. Williams, sales and production manager.

Sold Grain to Europe by 'Phone.

The long-distance telephone was used for the first time between Chicago and Germany Feb. 11, when the Bartlett-Frazier Co. executed an order from Berlin to sell 25,000 bus. of May rye on the Chicago Board of Trade.

A Berlin client telephoned his order to Henry Hentz at New York, correspondent of Bartlett-Frazier at New York, whose private wire there became available for transmission of the order in the usual way from New York to Chicago by telegraph. In less than one minute the order was reported executed to the New York broker. The entire transaction occupied about two minutes.

Iowa hens are growing better each year, according to the statistics circulated by the Iowa State College of Agriculture, showing a representative flock to average 129 eggs each in the year ending Nov. 1, as contrasted with 124 eggs for the previous year and 117 eggs two years ago. Better and more intelligent feeding is undoubtedly the answer. —A. G. T.

Adulteration and Misbranding

Humphreys-Godwin Co., Memphis, Tenn., consigned 172 bags of misbranded cottonseed meal into New York, short in weight, etc., according to federal allegations on Feb. 9, 1927, when costs and the execution of a $750 bond was executed, conditioned in part that the product be repacked or relabeled under the supervision of the U. S. Department of Agriculture.

Georgia Cotton Oil Co., Macon, Ga., shipped 100 sacks of misbranded cottonseed meal into Florida, deficient in protein, according to federal testimony on Dec. 13, 1926, when the product was released to the claimant upon payment of the costs of the proceedings and the execution of a bond in the sum of $200, conditioned in part that it be relabeled to conform with the law.

Vermont Dealers Merge with New England Grain Dealers' Ass'n.

The Vermont Grain Dealers' Ass'n held a meeting at Burlington in the Hotel Vermont on Feb. 14 and voted to disband in favor of the New England Retail Grain Dealers' Ass'n.

DAN M. JOHNSON of Essex Junction offered the following motion, which was adopted:

That after all bills are paid, the treas. is authorized to pay to the New England Retail Grain Dealers Ass'n, the balance remaining in the treasury—such amount to be credited pro rata for the account of the members of the Vermont Dealers Ass'n who are in good standing, and if these credits are not used by January 1, 1929, all such unused credits shall go into the general treasury of the New England Retail Grain Dealers' Ass'n to help defray their organizing expenses.

It was voted that all papers and records of Vermont Grain Dealers' Ass'n be kept intact at office of St. Albans Grain Co., subject to the call of Vermont directors of the New England Retail Grain Dealers' Ass'n.

The Vermont Ass'n had 116 members, and a balance in its treasury of $300 after all bills were paid. The dissolution will take effect Mar. 1.

A rising vote of appreciation of the work done by C. F. Dowe, as sec'y, was given.

Mr. Johnson presented the following resolution, which was adopted:

Resolved: That there is a distinct advantage in having a grain dealers ass'n in New England and that we agree to support whole heartedly the New England Retail Grain Dealers Ass'n, and each member will help support and obtain new members to enable this new organization to get a proper start for a successful future.

The Vermont Grain Dealers' Ass'n was organized Oct. 6, 1924, at Woodstock, and at its third annual meeting, also held at Woodstock, it was voted that a larger ass'n including all New England could do more effective work.

Accordingly, the New England Retail Grain Dealers' Ass'n was organized Dec. 7, 1927, at the Hotel Statler, Boston, as reported in the Journal Dec. 25.

The New England Retail Grain Dealers' Ass'n is constantly growing and obtaining new members each week. Meetings are now being held in southern New England. As soon as conditions permit, understand that meetings are to be held in northern New England at various locations.

It was the consensus of opinion at the meeting Feb. 14 that each grain dealer should personally take an active interest to the extent of joining up in New England Retail Grain Dealers' Ass'n, and especially interesting neighbor grain dealers to become members. This organization cannot function properly without 1,000 to 1,500 members.

The New England Ass'n has a big task ahead in protecting the interests of the New England grain dealer. There are many subjects which come up. One of the issues up now is the McNary-Haugen bill, somewhat disguised. If this bill becomes a law, it will effect every person living in New England, increasing cost of grains and feeds and increasing cost of living. If grain and feeds are higher it means the milkman has got to charge more for his milk, the grocer more for his butter, etc.

A dealer who cannot find time to give his personal efforts in helping make this new Ass'n a successful one, he certainly can give his moral support by becoming a member. Applications for membership should be sent to Lynne P. Townsend, sec'y, New England Retail Grain Dealers' Ass'n, 816 E. Myrick building, Springfield, Mass.

The proposal to change the basis for the grading of wheat has been referred by the Dominion Parliament to the National Research Council and the Board of Grain Commissioners for investigation. It is suggested that the protein test be made a factor.

"Air-Float" Principle of Crushing and Grinding of the Jay Bee Mill.

The grinding of grain for human consumption is an ancient art. The grinding of grains before feeding to animals is a development of modern times and the adoption of this type of feeds by the American farmers, feeders and dairymen has been greatly accelerated by radical improvements in grinding machinery, namely the introduction of the true type of swing hammer feed mill.

The widespread introduction of the swing hammer mill has brought new economies to the user of ground feeds and increased profits to the custom grinder. It has made it possible to feed materials that heretofore had gone to waste, and produces a desirable fineness and uniform product at an economical cost.

This process grinds to any degree of fineness, regardless of the size or shape of the raw material, and is accomplished in one continuous operation. This eliminates the necessity for preliminary machines with their upkeep costs, and makes available for other uses the space which they occupied.

The swing hammer grinder is said to dispose of its own ground product by conveying it with air and delivering it through galvanized iron pipes to any location desired by the operator and thereby does away with elevating machinery and its upkeep. Thus the operator by opening or closing a valve can direct the ground product to his storage bin, to his mixer, to his sacking attachment, to his customer's wagon, and elsewhere, as he desires.

However, the ease and economy of handling the ground product is not the only purpose of handling the product by air. The action of the air during the grinding and conveying period keeps the ground product cool and prevents after heating and spoilage.

In order that it may be understood why the improved designs of swing hammer grinders produce a finer and more uniform grind, let us follow the principles of operation and construction of the "Jay Bee" mill distributed by J. B. Sedberry, Inc.

The raw material enters on the broad open feed table to a line near the uppermost position of the flying hammers. These hammers moving with a speed of 21,000 feet per minute and designed with a heavy striking head that delivers a blow of 2,800 foot pounds for each hammer, strike the incoming raw material and shatter it in mid-air and drive the fragments against the rear plate. This plate is so designed that these fragments are again deflected into the path of the flying hammers and further shattered and sent in a whirl, following the course of the revolving hammers over a semi-cylindrical sheet of perforated steel, thru which the finished product escapes and is carried away by a suction fan, which is mounted directly on the rotating shaft to an air separating collector where the ground material is separated from its conveying air and falls into the sack or bin while the cleaned air is discharged through the top of the collector. Thus you see the conveying air is fresh air brought in with the incoming raw material at the temperature of the room in which the grinding is being done. This combined with the fact that grinding is done by the impact of the hammers in mid-air and not by rubbing between metal or stone surfaces is said to be the reason for the cool ground product.

Not all of the product is ground by the first impact with the hammers, sufficiently fine to pass through the perforated screen, and this coarse product follows the outer guide plate to join with the new incoming raw material where it is again smashed and cut by the hammers until it will pass the screen. The fineness of the product is controlled by the size of the holes in the perforated steel screen and can be varied from flour to a very coarse product by simply changing the screen.

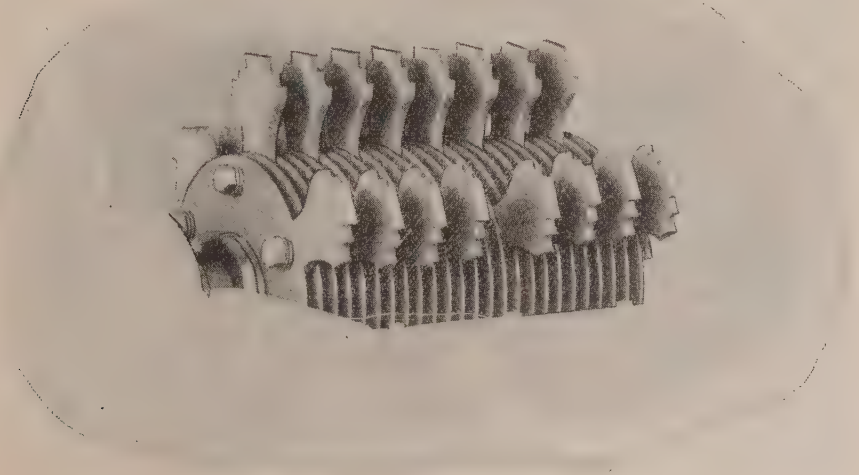
The hammers are mounted on bolts in a manner that will allow them to fall back upon meeting any material which cannot be broken up and thus relieve any shock of a severe nature to the machine. It is due to this fact that the entrance of foreign materials, such as iron, steel, etc., do not do any damage to the machine itself and most any Jay Bee owner will point with pride to a pile of badly battered metal that has by accident gotten into his machine, without doing any particular damage to it.

Jay Bee Mills are built of steel wherever any shock is likely to occur. The great tensile strength of steel and the elasticity which allows it to bend if necessary but not break, is of course the best adapted material for hammer mill constructions, and is used in very heavy gauges.

The shaft of this mill is mounted on the finest type of ball bearings, especially selected with great overload capacities and these bearings are enclosed in dust tight housing of a design that has been proven by years of use to be most efficient. The shaft is made from alloy steel and heat-treated to give maximum strength. The illustration herewith shows the cylinder and hammer arrangement.

There are numerous other refinements but most important of all is the fact that each Jay Bee Mill has in back of it the experience and engineering that has been gained by the manufacture and operation of many thousands of these mills, operating on hundreds of different materials, under almost every conceivable operating condition.

A course in electric farming is to be offered farmers of Wisconsin this year, with particular attention given to labor-saving equipment.



Cylinder and Hammer Arrangement of the Jay Bee Mill.

Stubborn Competition.

Two farmers elevators at Minier, Ill., are conducting their business in a highly competitive fashion between themselves. One of these companies also has an elevator at Tazewell, where it has been able to conduct a profitable business. Tazewell, however, is a one-elevator point.

The second company has conceived the idea of building a second elevator at Tazewell. Bitter feeling runs high. The first company offered to sell its elevator rather than see the business at Tazewell put on an unprofitable basis, but Old Man Prejudice and his cohort, stubbornness interfered. The second company refused the offer and has continued with its plans to conduct an overbidding contest at Tazewell. Cutthroat competition always results in foolish expenditures and waste. It not only puts the elevators on an unprofitable basis, but costs the stockholders in maximum overhead and loss of invested capital.

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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CHICAGO

Hess Drier Company of Canada, Ltd.
Theodore Kipp, Mgr.
68 Higgins Ave. Winnipeg, Manitoba

Wheat Smut and the Copper Carbonate Treatment.

[By E. G. Boerner, Grain Marketing Specialist, and F. C. Meier, Plant Pathologist, U. S. Department of Agriculture.]

Smut in wheat is causing farmers an annual loss of millions of dollars. The disease of stinking smut or bunt occurs to some extent wherever wheat is grown. In the Pacific Northwest, smut has been a serious problem for a number of years, but east of the Rocky Mountains, wheat has been comparatively free of smut, until recent years. During the past 3 or 4 years something has happened to increase greatly the amount of smut in the States east of the Rockies and to cause it to spread more or less generally over entire States.

The percentage of wheat received in recent years at a number of important markets that was graded "smutty" is shown in the table given herewith. It will be noticed that last year there was a decrease in smut in some sections. This was, no doubt, due in part to energetic seed-treatment campaigns.

Smut in wheat results both in a reduction in yield of grain per acre and in heavy price discounts. The combined effect of these two factors means a material loss for each farm where smutty wheat is produced. It has been estimated by the Plant Disease Survey, U. S. Department of Agriculture, that in 1926 the reduction in yield of wheat in the United States of smut amounted to more than thirty-three million bushels. The cost of producing, harvesting, and threshing an acre of wheat is practically the same whether the grain is smutty or smut free, and, therefore, any reduction in yield and price is a dead loss to the producer.

Percentage of Smutty Wheat Received at Some Important Markets.

(Less than 1 per cent not marked except in one instance.)

	1923-24 Per Cent	1924-25 Per Cent	1925-26 Per Cent	1926-27 Per Cent	1927‡ Per Cent
Astoria, Ore.	52	69	38	55	47
Bozeman, Mont.	12	19	17	34	47
Denver, Colo.	21	25	36	25	19
Des Moines, Ia.	—	8	7	15	20*
Detroit, Mich.	—	—	11	8	11
Duluth, Minn.	—	5	17	15	14
Indianapolis	3	6	2	6	22
Kansas City, Kan.	8	11	10	22	14
Kearney, Nebr.	4	35	54	28	12
Lawrenceburg, Ind.†	6	37	38	44	19
Lincoln, Nebr.	—	12	26	20	9
Los Angeles, Calif.	20	12	15	18	16
Louisville, Ky.	5	9	2	4	11
Ogden, Utah	14	21	29	33	31
Oklahoma City	1	1	1	5	1
Omaha, Nebr.	14	26	40	40	25
Philadelphia, Pa.	3	2	10	8	31
Portland, Ore.	45	60	30	42	40
Sacramento, Calif.	6	9	—	12	24
Seattle, Wash.	35	41	24	28	32
Stockton, Calif.	26	11	6	19	6
Tacoma, Wash.	42	54	30	35	32
Toledo, Ohio	1	3	2	2	11
Baltimore, Md.	.8	2	9	8	16

*July-September, inclusive.
†High proportion of hard red winter wheat from Western States.
‡July to October, inclusive.

Practically all of the wheat which leaves the farms is used for milling. Smutty wheat cannot be used for milling until the smut has been removed. Any attempt to mill smutty wheat without removing the smut would result in the production of flour with a disagreeable odor and poor color. Bread and other products made from such flour would be similarly affected. Therefore, smutty wheat must be cleaned of smut after it leaves the farm and before it is milled.

To remove smut from threshed wheat requires special machinery and extra handling. The process of removing the smut by either of the two methods commonly used usually leaves the grain in a less attractive condition than it would have been if no treatment had been required. This further detracts from its market value. Because smutty wheat has a lower commercial value than similar wheat free of smut, the smutty wheat requires separate storage, separate handling, and separate transportation. To mix smutty wheat with smut-free wheat would generally result only in reducing the value of the smut-free wheat. The discounts for smutty wheat range from a few cents to 25 or more cents a bushel. This amounts to a substantial item when stated in terms of loss per farm and total loss for all smutty wheat produced in the United States.

Discounts for Smut at Kansas City.—A study of the published records of car-lot sales in Kansas City during the early marketing season of 1926 showed losses caused by smut discounts, at that point alone, were $99,600 in July, $122,700 in August, $29,123 in September and $20,787 in October. The lower amounts during September and October were, of course, due to the fact that less wheat was handled in these months. The records show that the losses due to smut discounts averaged over $10.00 per car for all wheat handled at that market. Since only 25 per cent of the wheat was smuty, the losses per car for the smutty wheat alone averaged over $40.00 per car. Similar losses were experienced at all of the other terminal markets, the extent of total loss at each depending principally on the volume of smutty wheat received. Since the discounts for smutty wheat are always charged back to the farmers at the time they sell such wheat, the losses fall on them rather than on the dealers and millers.

Treatment of Smutty Wheat.—Two methods of removing the smut are commonly used. In the older method the wheat is scoured by specially designed scouring machines. Lime or "plaster" is often mixed with the wheat before scouring. The lime assists in the abrasive action required to remove the smut spores from the wheat kernels. When wheat is scoured, not only are most of the smut spores removed, but also a considerable portion of the outer bran layers of the wheat kernels is removed. The scouring method always results in a loss in total weight of the grain.

The newer method of treating smutty wheat is by washing it in specially designed grain-washing machines. By this method, if the washing is done in the proper manner, the loose smut spores are almost completely removed from the wheat kernels, but many of the hard smut balls remain in the wheat. To remove completely the smut, including the smut balls, it is often necessary first to scour the wheat to break up the smut balls, and then to wash it to remove the smut spores. Here again, liming before scouring aids in producing best results.

When wheat is scoured, the scouring operation increases the test weight of the wheat; liming before scouring tends to reduce the test weight. Washing wheat always increases the moisture content of the wheat and reduces its test weight per bushel. It is a violation of the Food and Drugs Act to add more moisture to wheat than is absolutely necessary for a good job of washing. To add moisture to wheat that already has a natural high moisture content increases the danger of such grain going out of condition in storage and during transportation. To keep within the law, and to avoid lowering the grade, because of an increase in the moisture content or a lowered test weight after washing, and to make washed wheat safe for storage and transportation, many of the most successful operators remove the excess moisture in the wheat, after washing, by drying the grain in commercial driers. When efficiently performed the liming, scouring, washing, and drying of smutty wheat considerably enhance the market and milling values of such wheat.

Wheat Smut a Fungous Disease.—The diseased head of smutty wheat can first be recognized in the milk stage. It has a dark, opaque green color, instead of the yellow green of the healthy head. The flowers of the diseased head never emerge to cover it with the dangling yellow pollen sacks which are characteristic of the healthy head. The mature diseased heads are a pale ashen color, as compared with the rich yellow of the healthy ones, and the spikelets stand away from the center stem of the head more than do those borne on the healthy plant. The greatest difference is in the kernel. In fact, instead of a kernel of wheat, a smut ball is produced. These smut balls are thick, short and dark in color. If these are crushed, a great mass of powder, having a characteristic stinking odor, will be disclosed. Under the microscope, this powder can be seen to be composed of a mass of spores.

Put smut spores on a grain of wheat seed and the disease is almost certain to appear on the plant. After planting, the germ tube forms on the wheat kernel, and this grows through the young wheat plant as it emerges from the seed. Once within the wheat plant, the fungus grows with the plant, just behind the growing point, keeping pace with the growth until the head is formed. At the time of the formation of the head, the fungus suddenly takes on new life, and grows rapidly through the tender tissues of the young head. It fills the young forming seed and, when the heads are mature, the fungus has produced a new crop of spores within the seed.

Most farmers have noticed that, under certain conditions, there is more smut one time than another. This has led to the belief that weather conditions cause smut. It is true that cold, wet weather following seeding favors the development of smut. It is possible that this is in part due to the fact that cold weather is unfavorable for the growth of the wheat. Cool weather also favors the development of the fungus.

How do these smut spores get on the seed? Since the smut is enclosed in the shell of the seed coats, it takes some force to break this covering. This force is supplied in the threshing machine. Often a machine is obscured in

[Concluded on page 256.]

A Combination Portable Disc Cleaner and Copper-Carbonate Wheat Treating Machine.

Seeds

Stanford, Ky.—Chas. B. Bottom has made an assignment for the benefit of his creditors.

Winters, Tex.—J. D. Smith, Ben Spill and O. F. Turk have formed the Winters Pure Bred Seed Co.

Russellville, Ark.—A shipping room annex has been added to the properties of the J. A. Clifton Seed Co.

Chicago, Ill.—Growers of Utah alfalfa seed have opened an office here as the Associated Bee Hive Seed Growers in charge of John W. Nicholson.

Rockford, Ill.—Site for a 97x100 ft. four-story fire-proof warehouse adjoining present office and warehouse facilities, and served by a railroad siding, was of late obtained by Condon Bros., seedsmen, to better handle their growing business.

Durham, No. Car.—The Robert Hackney Co. was organized earlier this month, with a capital of $20,000, chartered to do a general seed business. In November, R. P. Hackney, general manager of the Durham Seedhouse, petitioned to have the assets of that organization disposed of for the benefit of the stockholders.

Marshalltown, Ia.—The Teweles Seed Co. of Milwaukee, Wis., has entered the local field, opening a branch distributing warehouse here, in connection with the J. M. Douglass Flour & Feed Store. G. F. Kersey, who has represented the company in the local territory for some time, will have charge of the distribution from this point.

Portland, Ore.—The Portland Seed Co. has discontinued its retail store and established 12 retail agencies throughout the city. The $400,000 corporation changed hands recently, F. W. Whalley succeeding B. L. Baucom as pres., and Albert M. Hand succeeding George S. Reid as vice-pres. and sales manager. The corporation was organized some 35 years ago by its retiring pres. and others, Mr. Reid of late purchasing the Williamette Valley Grain Co.

Control of Seed-Borne Corn Diseases.

Dr. J. R. Holbert, agronomist of the U. S. Department of Agriculture, at the eighteenth annual meeting of the American Photopathological Society, which meeting was held in conjunction with that of the American Ass'n for the Advancement of Science, at Nashville, Tenn., spoke on the control of seed-borne diseases of corn. From his remarks we quote:

"Corn seed treatments have been very effective in controlling seed-borne infections of Diplodia, Gibberella and Basisporium. Altho there are a number of compounds that are effective in controlling these seedling blight diseases, many of these compounds have a depressing effect on the growth and yield of corn from good seed. Only a very few compounds have been found which effectively control disease, and, at the same time, have no ill effect on good seed, or, under conditions of early planting, actually benefit good seed.

"As a class, the organic cresol mercury dusts have been outstanding in disease control and lack of injury to corn from good seed under a very wide range of conditions.

"With the best dusts that have been available during the past two years and under the conditions of the experiments, increases in yield have ranged from small amounts to more than five bushels per acre. With well selected, but untested seed, the increases have ranged from two and three bushels to eight and nine bushels. With seed known to be diseased the crop improvement was still more marked, in some instances the yield increase ranging even as high as 40 to 50 per cent.

"The greatest practical benefits from the use of seed treatments may be expected on well selected seed from early planting, when weather and soil conditions are unfavorable, and on the more productive soils. Varieties and strains of corn differ in their ability to respond favorably to seed treatment."

In the federal government's corn disease investigation being conducted within the corn belt, where annual losses from seed-borne-diseases are in excess of 215,000,000 bushels, Dr. Holbert is co-operating with the experts of the University of Illinois and others to aid in definitely reducing this annual toll.

Present Conditions in the Seed Trade.

Chicago, Ill., Feb. 24.—The distribution of grass and field seeds since January 1 has been heavy—shipments going forward mostly on old business which was booked before the turn of the year. New business since January 1 has been rather light in consequence.

Domestic red clover stocks, while well out of growers' and shippers' hands, are not thought to be large at any point. It is expected that they will be well sold out by the close of the spring seeding season. The red clover sowings on the winter wheat acreage have been somewhat disappointing, as there has been some doubt as to the condition of the wheat fields themselves, whether or not the open winter and alternate freezing and thawing temperatures have done permanent and serious injury to the acreage.

Ordinarily at this time red clover is sown very generally on the winter wheat. Opinions vary at present as to the extent of the damage. In the event that there has been winter killing the acreage will be turned to spring grain crops, either barley or oats. This would require also the use of red clover or alfalfa, sweet clover and soy beans.

The temperatures admittedly since January 1 were above normal; the season to date much like that of 1927, only more so in the central valleys where high temperature records for January have been broken. On the law of general average, many feel and believe that cold weather, more than normal, will likely occur this spring and that the sowings will be correspondingly delayed and late.

While prices of red clover have dropped some in the last six weeks, the volume of the trading was small and quotations may not reflect the actual position of the seed. Stocks generally are well held; the trade is confident that all supplies of red will be used. Foreign reds, like a year ago, are not selling in a large way in the west. Most of the business is reported in the east and along the Atlantic seaboard.

Mammoth clover is not in large offering; qualities are fine and selling at about $1.00 per 100 pounds premium over the red.

Alsikes are being held firm, with practically no quotable change on the high grades. Low grades are more plentiful, particularly in Canadian seed.

Alfalfa is much shorter than earlier reports indicated. Canada had practically a failure. Kansas, Nebraska, Montana and South Dakota crops are very much below the government figures and estimates. The carry-over of old seed is much less than generally supposed. Utah had a good crop. Idaho (never as large a producer as Utah) had a larger crop than last season. Distribution of stocks has been fairly active, particularly in the earlier sections, and it is important also seed is going back to the producing sections themselves, that is, states west of the Missouri river have been free buyers of alfalfa for a month or more. The market has remained firm in consequence and prices tending higher, and now are at a basis of about $1.50 to $2 per 100 pounds higher than two or three months ago.

White blossom sweet clover is in good supply; demand moderate; prices very attractive.

White clover remains quiet; prices are very low; demand fairly active.

Fancy red top has sold well; prices are very low; quality fine; crop has moved well out of growers' hands.

Kentucky blue grass: Demand fair; stocks moderate.

Orchard grass: Moving better and firmly held.

Millets: Generally inactive.

Sudan: Prices low; fair demand.

Soy beans: Firm; good demand; moderate offerings.

Sunflower: Scarce; unsettled; higher.

Timothy: Moderate demand; offerings fairly liberal; market dull; prices at the lowest point in many years.—Chas. M. Heath, mgr. Seed Dept., Hales & Hunter Co.

Grain Check Uncashed Fifty Years.

Modern grain dealers may wish at times that checks they are issuing would not be returned to their banks for a few days, but few could hope for a delay of 52 years. Such a fate befell a check issued by George A. Morse, a pioneer grain and implement dealer of Corning, Ia.

A salesman waiting for a train at Brookings, S. D., recently picked up a piece of paper which fell at his feet. He noticed that it was a check for $14.50 and glancing at the date saw it to be Sept. 3, 1876. It was drawn on the Bank of Corning and made payable to James Munns.

Both Mr. Morse and Mr. Munns conducted grain businesses at Corning. C. K. Munns, son of the latter gentleman, continues to reside in the town and hopes to secure the check as a memento of his father's business career.

Bulk handling of wheat was favored by the cereal crop conference held at Walla Walla, Wash., recently.

Imports and Exports of Seeds.

Imports and exports of seeds for December compared with December, 1926, and the 12 months ending with December, are reported by the Buro of Foreign and Domestic Commerce as follows:

IMPORTS

	December		6 mos. ending Dec.	
	1927	1926	1927	1925
Alfalfa, lbs....	57,390	589,210	3,493,099	4,826,344
Red clover, lbs.	571,104	3,606,523	7,284,696	18,157,226
Alsike clov., lbs.	821,845	382,405	6,160,605	5,554,642
Crimson clov.,lbs.	13,080	.....	1,245,993	4,078,145
Other clover,lbs.	695,892	978,300	6,855,590	12,422,192
Vetch, lbs.....	197,006	156,773	4,216,543	4,174,903
Gr. seeds, lbs..	817,984	804,351	7,641,011	8,691,662

EXPORTS

Alfalfa, lbs....	221,794	151,134	1,393,474	741,516
Red clover, lbs.	84,541	129,965	1,299,867	583,980
Other clover, lbs.	319,881	255,246	792,734	1,168,945
Timothy, lbs...2,685,630		2,053,609	16,669,986	13,685,157
Oth. gr. sds,lbs.1,334,471		881,408	5,659,642	5,888,540
Oth. fid. sds.,lbs.	701,165	254,987	2,501,898	4,297,095

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), $10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchan...

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Supreme Court Decisions

Crop Mortgage on Part of Farm.—Where chattel mortgage covered crops raised on part of a half section of land, corn raised on remaining portion, and belonging to another than mortgagor, and placed in a separate crib, *held* sufficiently segregated so as not to be subject to attachment under chattel mortgage.—*People's Savings Bank v. McCarthy. Supreme Court of Iowa.* 217 *N. W.* 453.

Crop Mortgage.—Mortgage on crop for current and succeeding years to be grown on definitely described tract of land owned by mortgagor, or in which he has interest, from which it can be reasonably inferred that it is within contemplation of parties that crops be planted and grown on premises by mortgagor during current and succeeding years, *held* valid. —*First Nat. Bank v. Amer. Trust & Savings Bank. Court of Civil Appeals of Texas.* 1 *S. W.* (2nd) 437.

Measure of Damages for Conversion of Grain.—Where, in a complaint in a conversion action, it is alleged that a definite number of bushels of grain had been converted, and the allegation of damages is for the value of such grain at the time of the conversion, with interest, evidence of the highest intermediate value between the date of the conversion and the date of the trial is inadmissible.—*Miller v. Nultemeier, Sheriff. Supreme Court of North Dakota.* 217 *N. W.* 515.

Proceeds of Draft Subject to Attachment.—Where record showed that defendant bank receiving draft for collection credited proceeds to drawer's checking account, instruction to find that funds attached, which were derived from payment of draft, belonged to bank, if jury believed evidence, *held* properly refused, since bank was agent for collection, and not a purchaser.—*A. I. Kaplan v. W. A. Ferson Hay & Grain Co., and Liberty National Bank of Kansas City. Supreme Court of North Carolina.* 140 *S. E.* 617.

Rejection of Seed Arriving Too Late for Spring Season.—Under contract for purchase of clover seed to be shipped from Italy in February, finding that buyer was justified in refusing to accept shipment which arrived by tramp steamer in New York April 6th, too late for spring season, *held* warranted under the facts and the law, in view of high seasonal character of goods, and custom to ship such seeds by vessel sailing directly from port of exportation to port of importation.—*Scaramelli & Co. v. Courteen Seed Co. Supreme Court of Wisconsin.* 217 *N. W.* 298.

Elevator Dust Causing Tuberculosis.—In action to review award of Industrial Commission under Workmen's Compensation Act (St. 1925, §§ 102.01 to 102.41), finding that employee's pulmonary tuberculosis was caused by nature of employment owing to great amount of wheat dust in which he was working and that condition occurred during term of employment, *held* sustained by evidence, notwithstanding employee at time of entering employment had latent or slumbering form of tuberculosis.—*A. D. Thomson & Co. v. Jepson. Supreme Court of Wisconsin.* 217 *N. W.* 327.

Crop Mortgage.—Person taking crop mortgage for fertilizer furnished in 1923 *held*, under Civ. Code 1922, § 5629, to have acquired no rights as to crop grown during the following year, as against subsequent mortgagee, particularly in view of Act March 14, 1925 (34 St. at Large, p. 91), § 1, and Act Feb. 10, 1927 (35 St. at Large, p. 55), § 1, justifying interpretation of clause "during the year in which such mortgage was given" appearing in first-named section, as meaning calendar year. —*Virginia-Carolina Chemical Co. v. Wellbrock. Supreme Court of South Carolina.* 141 *S. E.* 103.

A New Screw Conveyor Book.

As the aggregate of more than 50 years experience in the manufacture of screw conveyors, H. W. Caldwell & Son Co. has just issued an 85-page book devoted entirely to screw conveyors, fittings and accessories.

A glimpse into the history of screw conveying shows that at the time the Caldwell Company was founded—in 1874—screw conveyors were largely built on the job with wooden shafts and various forms of flights.

Mr. Caldwell invented the flight made from a circular disc so that a complete turn around the shaft was made with one flight, which was quite an improvement over the best to be had at that time. He also standardized conveyors on pipe shafts with removable couplings, which standards have been continued to the present time with slight changes.

These original improvements and inventions were followed later by the invention of the Caldwell Helicoid conveyor.

This new book covers both the Caldwell Helicoid and Sectional Flight types. The data, in addition to being very complete, has been arranged in a manner to offer the utmost convenience to those interested in the subject.

A copy may be had by writing to the company asking for book No. 989.

Federated Agricultural Trades Against Special Privileges to Any Class.

From address by W. F. Jensen, Pres. Federated Agricultural Trades, before Poultry, Butter and Egg Shippers at Des Moines.

We have repeatedly stated that we are not opposed to genuine agricultural co-operation, and that our opposition is entirely toward a co-operative development based upon special privileges, special support and encouragement from our federal and state governments. We believe that it is an injustice to the men and women who have invested their money and devoted their lives to agricultural products enterprises, many of them pioneers from the very beginning: and we believe that the great body of our people who have entered into business to give the farmer a market for his products and to find an outlet for these products at home and abroad, should be given due consideration, because they constitute a large body of citizens —wide awake, up-to-date, and willing to carry their share of the burden.

Referring directly to the McNary-Haugen Bill now in Congress, we believe this bill, if it becomes a law, would in effect be compulsory co-operation—not by physical force, but by reason of the peculiar economic method which is part and parcel of that bill, confining management of activities under same to co-operatives, and discriminating directly against private enterprise. The bill itself is a tax on food, which has never been popular in this country. If a bounty on export must be provided, to take care of the difference in cost of producing surplus crops in this country and the cost in foreign countries, then it would be better if such a bounty were paid from the public treasury, where it would fall upon the taxpayers; and it should, by all means, be open to all citizens. An export subsidy or bounty, provided only for co-operatives and not for private enterprise, seems unjust and not in harmony with the traditions of our country.

In conclusion, let me say that the purpose of the Federated Agricultural Trades of America (an organization of "middlemen," that is, market-men, distributors, manufacturers, etc., in agricultural products), is to give organized representation to these "middlemen,"—something they have never had before. Its purpose is to see that the "middleman" is fairly represented—is not discriminated against, and furthermore, to constitute an organized body of "middlemen" to deal with organized bodies of agricultural producers, to arrive at a satisfactory solution of our public problems by negotiations, understanding and reason.

Grain Claims Bureau, Inc.
19 So. La Salle St. Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33⅓% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT, Pres. and Treas. HARRY J. BERMAN, General Counsel

Wheat Smut and the Copper Carbonate Treatment.

[Continued from page 254.]

a cloud of b lack dust from the mass of smutted grain. Every kernel of wheat passing through the threshing machine becomes plentifully covered with spores, which are held by the hairs on the seed. Moreover, the soil may become heavily infested with the smut spores. Even healthy seed, if planted in such soil, will become diseased. Fortunately, soil infestation seems to be limited to certain regions. It is most common in the Pacific Northwest.

Copper Carbonate Reduces Loss by Smut.—A new era in the control of stinking smut of wheat began in 1917 when an Australian investigator announced he had successfully prevented this disease by dusting seed wheat with copper carbonate. This treatment not only killed seed-borne spores of the fungus which causes this disease, but did not affect germination of the seed wheat. The U. S. Department of Agriculture, in co-operation with the California Experiment Station, tried this method, and found it more satisfactory than either the copper-sulphate-lime or formaldehyde treatments, formerly used.

Realizing the importance of this discovery, plant pathologists throughout the wheat-growing sections of the United States began active research in order to determine whether or not copper carbonate would give satisfactory control under varying local conditions. As this work progressed, and it was found that the treatment was an improvement on the methods formerly used for disinfecting seed grain, active effort was made to bring it into common use.

As a result of the experience gained from practical farm trials in the Western States and from experiments of plant pathologists, knowledge concerning this treatment and convenient methods for its application grew rapidly. It was found that, in addition to being an effective agent for killing the smut spores carried on seed wheat, the copper carbonate treatment has certain other advantages.

(1) It is cheap.
(2) It is easy to apply.
(3) It does not injure the seed even when sown in dry soil.
(4) Treated seed can be stored without injury.
(5) Copper carbonate protects stored grain from weevils. Rats and mice prefer untreated stored grain.

Instructions for using copper carbonate are given by the U. S. Department of Agriculture, as follows:

Thoroughly clean the seed with a fanning mill to remove smut balls. Use 2 to 3 ounces of copper carbonate per bushel of wheat. The copper carbonate must be evenly spread over every kernel. This is best done by thoroughly mixing the grain and the dust in a tight commercial or home-made mixer. If the barrel mixer is used, treat one bushel at a time, turning the crank at a moderate rate of speed for two minutes.

As copper is mildly poisonous, those using the dust are warned to work in a well-ventilated place and to wear a mask over the mouth and nose. Treated wheat should not be used for food or feeding purposes. As copper carbonate sifts into all working parts of the drill, it is desirable to turn the shaft with a wrench to free the feed wheels after a drill which has been used for seeding treated grain has been standing over night. This loosening avoids possible twisting of feed shafts and breaking when the drill is thrown into gear. The feed box bearings should be oiled frequently.

The directors of the Pacific Northwest Grain Dealers Ass'n have accepted the invitation of Walla Walla grain dealers to hold the annual convention there in June.

The Portuguese government has authorized the importation of 87,000 metric tons (3,196,000 bus.) of wheat to be distributed among flour millers. The importations are to be made at the rate of 30,000 tons (1,102,000 bus.) per month from February to April.

Court Decision on Transit at Louisville.

The decision of the federal court at Louisville, Ky., holding that several grain firms owed the Chesapeake & Ohio Ry. Co. $27,500 on grain moving thru that city, turned on the meaning of the carrier's tariff, allowing transit. The court said:

The question of whether or not they are entitled to the rate claimed by them, I think, must depend upon what is the meaning of Note A to Rule 1 of Tariff 1045–B.

Rule 1, in setting out the inbound grain and grain products against which outbound shipments may be made, is divided into two sections —Section A and Section B. The inbound grains set out in Section A are, respectively, wheat, corn, oats, rye, barley and buckwheat. Each of these grains is set out in a bracket of its own, and opposite each of such inbound grains is set out within the same bracket the outbound product which may be shipped against the inbound grain included in the same bracket. Rule 1 declares that only such products may be shipped out against the inbound grain included in the same bracket. Against each of the grains in the inbound column, one of the permissible outbound products is the same kind of grain, but the designation of the grain as an outbound product is immediately followed by the phrase, "See Note A," and Note A is in this language:

"The inclusion of grain as an outbound product is intended to cover the practice of forwarding mixed cars of grain and products. For rate to be applied see Rule 11 (d)."

Limitation Upon the Right to Ship Out a Designated Grain.—I cannot escape the conclusion that Note A was intended to be and clearly is a limitation upon the right to ship out a designated grain against an inbound shipment of the same grain. I think that Note A means the same thing as if it had been written:

"Grain is included as an outbound product for the purpose of covering the practice of forwarding mixed cars of grain and products."

Defendants rely upon the language of Rule 11 in support of their construction of Note A. The applicable part of Rule 11 is Subdivision (a), which reads:

"Different varieties of the same kind of grain, or grain and other products, transit, non-transit, or both, and different kinds of grain, or grain and other products, transit, non-transit, or both, may be mixed or blended, and an equal amount of the product thereof may be forwarded against inbound billing for any one kind of grain, or grain and other products, entering into the mixture or blend. (See Rules 1 and 8)."

If this rule stood alone, undoubtedly the defendants would have been entitled, under the 17½ cent rate, to have shipped out in carload lots different varieties of corn which had been shipped into Louisville and there mixed, or corn and wheat brought into Louisville and there mixed, or wheat and oats brought into Louisville and there mixed. Leaving out of Subdivision (a) of Rule 11 that part which does not concern us here, it might be read thus:

"Different varieties of the same kind of grain may be mixed or blended, and an equal amount of the product thereof be forwarded against inbound billing for any one kind of grain entering into the mixture or blend, and different kinds of grain may be mixed or blended and an equal amount of the product thereof may be forwarded against inbound billing for any one kind of grain entering into the mixture or blend."

If under Rule 1, read in connection with Rule 11, the defendants were entitled to bring into Louisville corn from different points north of the Ohio River and east of the Mississippi River and mix them, and then ship them out in carload lots under Tariff 205–H, when read in connection with Tariff 1045–B, then undoubtedly they would have an equal right to bring in wheat and corn from the same territory, mix them, and ship the mixture out under the same tariff rates. If this be true, then there is no need for Rule 1 whatever, which undertakes to carefully set out what may be shipped out against inbound grain shipments. As I understand it, the defendants do not claim that under Rule 1, when read in connection with Rule 11, they would have the right to have mixed different kinds of grain and ship them out under the 17½ cent rate, yet if Rule 11 is permitted to enlarge Rule 1, they have as much right to mix these grains as to mix different varieties of the same grain and take the benefit of the 205–H rate.

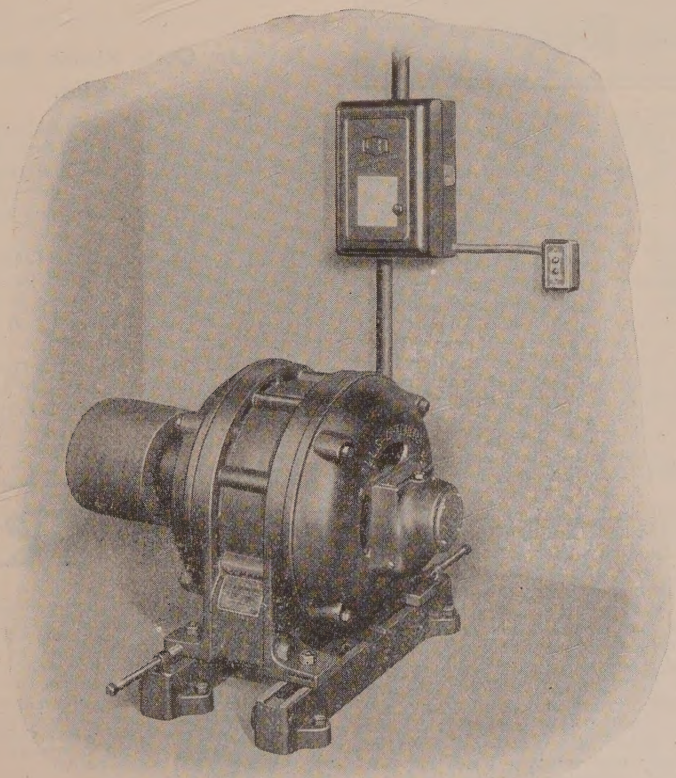
Tariff a Jumble.—It must be admitted that the tariff relied upon by the defendants is in rather a jumble, and Rule 11 and Rule 1 are apparently in conflict, but it seems to me that if in reading Subdivision (a) of Rule 11 we give heed to the admonition therein contained to see Rule 1, a considerable portion of our difficulty disappears. We have seen that Note A permits to be shipped out against corn other corn, provided it is in a mixed car with corn products. Now, under Rule 11 the corn thus shipped out may be a mixture of different varieties of corn. Again, Section (B) of Rule 1, when read in connection with Rules 23, 24 and 25 of 1045–B, provides that any of the grains shown under that section as an inbound product may be mixed with any other grain so shown as an inbound product, or with any other products so shown as inbound products, for the purpose of making mixed feed, which can be shipped out under the 205–H rate. Thus, under Section (B), we are given as inbound products, among others, barley–oats mixture, buckwheat, beans, durra, feterita, kafir corn, kaoliang, peas, rice and shallu. Having due regard for the restrictions of Rule 1, therefore, under Subdivision (a) of Rule 11 these different grains permitted as inbound products, although different, may be mixed or blended so as to make a mixed feed, permitted as an outbound product under Section (B), of Rule 1 and as defined in Rules 23, 24 and 25, and shipped out under the protection of the 205–H rate. In no other way, it seems to me, can these two rules, 1 and 11, be made to stand together.

I am therefore of the opinion that all the shipments of which Paragraph 16 is typical wrongfully had applied to them the 205–H tariff rate.

Line Start Induction Motors.

A line of squirrel cage induction motors suitable for starting on full line voltage is being placed on the market by Allis-Chalmers Mfg. Co. These motors are normal torque, high reactance machines and will not draw starting current in excess of the limits recommended by the Electrical Apparatus Committee of the National Electric Light Ass'n. They are built in ratings 7½ to 30 H. P., 600 to 3600 RPM, low voltage, and are available with either sleeve or roller bearings.

All superior features of Allis-Chalmers construction as employed in squirrel cage motors are maintained in this new line. A magnetic switch with push button control is the only starting equipment required.



Line Start Induction Motor and Push Button Control Switch.

Cash for All Merchandise.

C. E. Johnson at Culver, Ill., remarks that his directors have put the elevator on a cash basis and that he is glad of the change. The cash basis offers less grief and more ready money, with consequent ability to work on a smaller capital investment, than is possible with use of the credit system. Cash customers don't require bills, monthly statements, dunning letters and collection costs besides a lot of book work. It would be well for the trade if more elevators would adopt the cash and carry plan in merchandising.

GRAIN DRIERS

for

**COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.**

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

**1223 S. Talman Ave., Chicago
210 N. 13th St., Philadelphia, Pa.**

Supply Trade

T. M. Manley, who has served in various capacities for the Morse Chain Co. for about 20 years, has recently been appointed manager of the district including the Mohawk Valley, Northern New York, Vermont, Western Massachusetts and North Eastern Pennsylvania. Mr. Manley's headquarters are at Ithaca, New York, the main office and works of the Morse Chain Co.

Milwaukee, Wis.—In response to an urgent demand, the Allis-Chalmers Mfg. Co. is offering to the trade a feed grinding machine which is compact in design, occupies small space, large capacity, small power consumption and requires a small investment. Literature descriptive of the A-C Vertical Grinder will be sent elevator operators who write the company requesting it.

Fixing of prices by photo engravers is forbidden by the Federal Trade Commission an order issued Feb. 15, directed to 231 defendants, including the American Photo Engravers Ass'n and its member clubs. Agreements that the "standard scale" shall determine prices are forbidden. The Ass'n is ordered to desist from notifying any union that an engraver is cutting prices, and from using "Clause 10" in contracts with local unions to compel photo engravers to agree to set prices.

Recent installations of Jay-Bee hammer mills include: P. M. Lewis, Belmont, N. C.; Loy & Son, Brookville, O.; Princeton Lumber Co., Princeton, Ia.; Jones Merc. Co., Canton, Ga.; Laclede Roller Mills, Lebanon, Mo.; H. J. Zahn, Venango, Pa.; Sublette Farmers Elev. Co., Sublette, Ill.; Weaubleau Roller Mills, Weaubleau, Mo.; Fell Milling Co., Orangeville, O.; G. A. Shaffer, Montpelier, O.; Golconda Roller Mills, Golconda, Ill.; Fegley & Meyer, Pine Grove, Pa.; A. Sharp, Keystone, Ia.; Clark & Drury, Cobb, Wis.; Green & McCommon, Cromwell, Ind.; Jappa Roller Mills, Bedford, Va.; L. A. Danner, Elgin, Ill.; Farmers Co-op. Co., Boswell, Ind.; Iroquois Roller Mills, Rensselaer, Ind.; Ewing & Son, Reesville, O.; Kasco Mills, Toledo, O.; Warrick Co., Weinton, Tex.

Original Offer and Acceptance Cannot Be Changed.

[Continued from page 229.]

believe was contemplated by either party in the original offer and acceptance.

As to Minneapolis or Milwaukee weights and inspection, Grant's letter of Nov. 20, 1925, is susceptible of two interpretations, and in any event we hardly feel that we could place the burden on the buyer to keep that particular notification in mind until the first trade is made three months later, and in the numerous interchanges in the meantime between the parties no mention is made that the offerings are for shipment from Milwaukee. While there is perhaps some excuse for Grant to presume that Anderson understood this, the burden was undoubtedly upon the seller to make his terms clear in his offerings if other than Minneapolis weights and inspection were contemplated. This Grant failed to do in our opinion.

Loss on Resale.—In making disposition of this lot of oats "for account of whom it may concern," Donahue-Stratton sold them on Milwaukee weights and inspection. The loss of 6.08 cents per bushel thereby indicated is not reflected by either the Minneapolis cash market on mill oats or the Chicago May option. We cannot, therefore, accept that figure as correctly representing the loss on the commodity traded in.

It is our opinion that both parties are guilty of confusing the negotiations in this case, and that each departed in his demand from the spirit and letter of the original offer and acceptance, and that each party should share equally whatever loss was or should have been incurred in restoring the commodity to its original status.

We find that Grant's original offer was based on the close of the Chicago May option on Feb. 10, 57⅛, in which market the oats were hedged. The hedge was removed the morning of the 11th on receipt of Anderson's acceptance, but as we are without information as to the figure at which it was removed we will take 57⅛ as the basis. This hedge should have been replaced by Donahue-Stratton immediately on receipt of Anderson's ultimatum on Feb. 16. On this date the high on Chicago May oats was 55½, the low 53⅝, with the close at 54⅛. It is not unreasonable to assume that Donahue-Stratton could have replaced this hedge at 54 cents, making a net loss in such transaction of 3⅛ cents a bushel, or $3,125.00. Embry E. Anderson is, therefore, hereby ordered to pay to Donahue-Stratton Co. one-half of this loss, or $1,562.50, and the costs of the arbitration and appeal shall be equally divided between the two parties. No interest will be assessed on this award, as $6,080 was deposited by Anderson with the secretary on the original award of the arbitration com'ite.

The Known Causes of Fires.

Fires in grain elevators are of such frequent occurrence it would seem that all elevator owners and operators would profit by the expensive experiences of the sufferers and exercise greater vigilance in preventing fires in their own plants from similar causes. Twelve fires are reported in this number. Four elevators were completely destroyed and all evidence of the causes destroyed with them.

Of the eight other elevators damaged by fire, two were caused by hot exhaust pipes. Five other fires were traceable to a worn bearing, a hot bearing, lightning, chaff on steam coils of drier and friction due to improper reassembling of attrition mill. In only one of the elevators which were damaged by fire were the operators unable to determine the cause.

The Mutual Fire Prevention Bureau is doing everything in its power to learn of the cause of fires and to bring about a correction of the known fire hazards of grain elevators and flour mills and we feel certain that elevator owners who are willing to profit by the experiences of others will keep a vigilant lookout for known hazards and correct them before their own plants are destroyed and their business suspended.

At a conference at Mannheim Jan. 20 of representatives of the League of South Germany Grain Exchanges, a plan was submitted for a new uniform sales contract for grain. It was proposed to call a further meeting in Berlin in the near future to make a final decision.

Books Received

BEAN GRADES are given in the "Handbook of United States Standards for Beans," issued by the U. S. Dept. of Agriculture. The standards cover practically all classes of beans. Federal inspections are available in five Western states and at several large markets, or buyers may draw their own sample and submit it for grading. Paper, 36 pages; government printing office, Washington. Price 10 cents.

FEEDING STUFFS REPORT, 1926, James W. Kellogg, Director-Chief Chemist, Bureau of Foods and Chemistry, Pennsylvania Department of Agriculture, Harrisburg, Pa., General Bulletin No. 442, is a report showing in tabular form the results of chemical analyses and microscopical examinations of official samples of feeding stuffs which were selected by the special agents from retail selling agents and manufacturers thruout the state and analyzed by this bureau during 1926, as required by the Feeding Stuffs Law.

FARM RELIEF, is a brief on the McNary-Haugen plan by James E. Boyle, Ph. D., professor of Rural Economy, New York State College of Agriculture, analyzing the economic situation of the farmer and criticizing the plans of relief. The author calls attention to the fact that during the period 1919-1925 the rate of commercial failures did not change much, but farm bankruptcies increased eightfold. The fixed charges of the farmer for taxes, interest and labor are still high and out of proportion to his income. The author shows that the McNary-Haugen plan will fail to give relief, and ruin our dairy and poultry industry. Numerous historical references are made to attempted control of prices in other countries by law, all of which failed. Cloth, 281 pages; Doubleday, Doran & Co., Garden City, N. Y.

Statement of Grain Dealers' Nat'l Mutual Fire Ins. Co.

The Grain Dealers' Nat'l Mutual Fire Insurance Co. celebrated its Silver Anniversary by closing its twenty-fifth year with $169,739,059 insurance in force. Its total assets aggregated $2,276,294 invested in bonds, first mortgages and government certificates. Its liabilities included estimated losses not yet adjusted at $63,842; taxes known but not yet due, $29,455; unearned premium deposits, $651,955; and a special reserve of $300,000, leaving a surplus of $1,222,118.

Statement of the Pennsylvania Millers' Mutual.

The forty-first annual statement of the Pennsylvania Millers' Mutual Fire Insurance Co., just issued, shows the company to have cash assets of $1,673,654.70, most of which is invested in interest-bearing bonds. Included in its liabilities was losses reported and outstanding estimated at $47,200.55; reserve for unreported losses, $30,000; reserve for taxes, expenses and contingencies, $54,500; reserve for re-insurance, $384,771.60, leaving a surplus over all liabilities of $1,157,182.55. Since its organization this company has paid losses amounting to $5,033,363.31 and now has at risk $70,611,382.60.

Tri-State Mutual Report.

Sec'y E. H. Moreland of the Tri-State Mutual Grain Dealers' Fire Insurance Co., Inc., Luverne, Minn., gives his company's gross assets for the year ending Dec. 31, 1927, as $180,725.26. This is divided into cash in banks, $15,480.48; U. S. Government Bonds, $57,184.07; school, municipal and other bonds, $74,764.94; market value bonds over book values, $1,195.98; Minnesota farm mortgage loans, $23,300.00; premiums in course of collection, $6,545.90; accrued interest. $2,253.94.

Liabilities are divided as follows: Losses in process of adjustment, $3,113.79; reinsurance premiums payable, $2,564.17; reserve for tax on premiums, $1,500.00; reinsurance reserve, $25,487.48. The surplus amounts to $148,059.82.

Insurance in force Dec. 31, 1926 amounted to $10,529,725.00. Insurance written in 1927 amounted to $13,070,990.00. The total insurance of the company in force on Dec. 31, last, was $12,452,246.00. Premiums received since organization amounts to $1,201,716.21; losses paid during the same period amount to $438,525.97.

The Tri-State Mutual was organized 26 years ago. Since that time it has returned dividends to policy holders amounting to $502,347. Dividends returned during the past year amounted to $34,047.41.

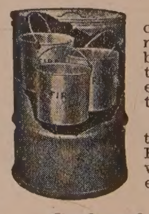
Making Corn Stalks Into Artificial Silk.

A factory for the manufacture of corn stalks into pulp has been established at Danville, Ill., by Wm. Wrigley, Jr., of chewing gum fame, he being said to be one of the heaviest investors in the Cornstalk Product Co., having headquarters in New York.

Farmers have delivered 1,000 tons of stalks to the factory, receiving $5 per ton therefor. It is said that if the enterprise is successful other factories will be established at many points in Illinois, Iowa and Missouri.

The pulp is to be converted into artificial silk; but this final process in the manufacture is to be conducted at some central point.

FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.
Carbondale, Penn.

A MILLER wrote to a Mill Mutual Company:

"If you discarded your insurance feature, I would still be willing to pay my insurance cost for the benefit of your company's inspections."

The service given by the Mill Mutuals is of far greater importance than any saving in cost.

Many realize this and when any insurance problem arises they at once discuss it with their Mill Mutual Company or the

Mutual Fire Prevention Bureau
230 E. Ohio Street
Chicago, Ill.

Western Grain Dealers Mutual Fire Insurance Company
DES MOINES, IOWA
J. A. KING, President
A Legal Reserve Mutual Fire Insurance Company

TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.
LUVERNE, MINN.
We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.
OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS
ASK ABOUT OUR SAVING PLAN
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ARE YOU

going to make any changes in your plant this year? If so, perhaps we can be of assistance—especially if it's an engineering problem or will involve your insurance rate. Just tell us about it. If we can help, we'll do it. There is no charge for this—it's part of our regular service.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.
INDIANAPOLIS, IND.
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C. R. McCotter, Western Mgr. and Ass't Secy, Omaha, Nebraska

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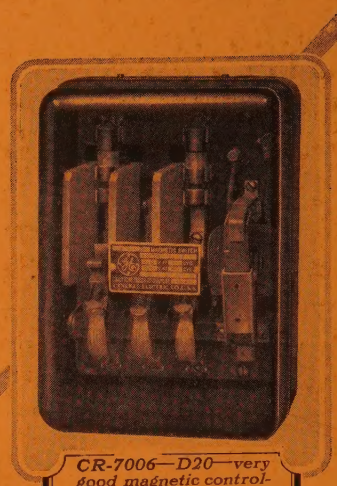
Universal Grain Code
and reduce your telegraph tolls.

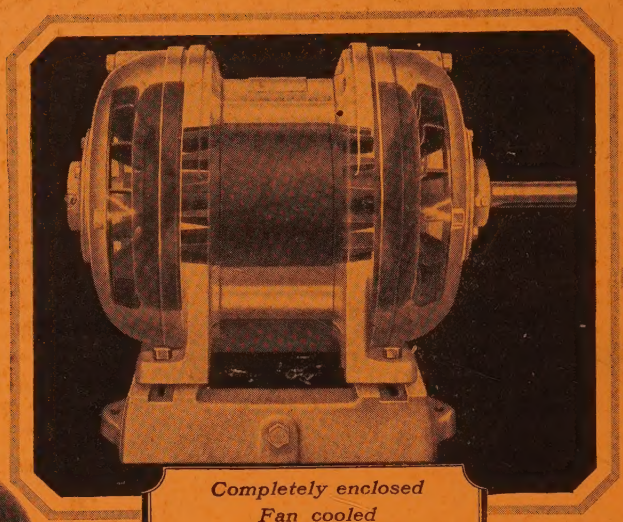
Prepared especially for the grain, millfeed and field seed trades.

It is arranged alphabetically and contains no ambiguities.

150 pages, size 4⅝ x 7⅛ inches. Bound in flexible leather, $3.00; Board covers, $1.50. Address Grain Dealers Journal, 309 South LaSalle Street, Chicago, Illinois.



CR-7006—D20—very good magnetic controller for your air-compressor, cleaner, and head shaft motors.



Completely enclosed
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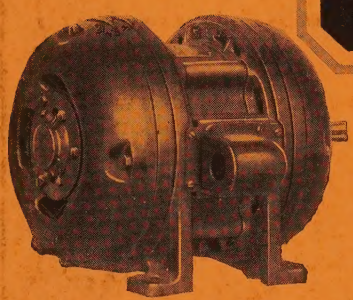

Ask for booklet GEA-767 entitled: "Complete Electric Equipment for Country Grain Elevators".

A Safer Motor *for* your grain elevator

Here is a safer motor than you have previously been able to buy. It is totally enclosed. Two interior fans draw air into the motor, pass it over copper diaphragms (which give up the heat from the windings without letting the air get into the windings) then shoot it out over the exterior of the motor—which prevents dust from settling on it.

This motor requires no pipes. Its light weight will surprise you. Its adjustable base allows easy mounting on floor, wall, or ceiling. Its rotor revolves in heavy-duty, grease-packed ball bearings. Like all G-E products it is unusually reliable. All this means that you can mount it in out-of-the-way places and leave it unattended for long periods.

But the motors are only half the story. Use G-E magnetic control. Place this control in your office or old engine room or in a dust-tight steel cabinet on the work floor. Then operate this control by G-E push buttons mounted on or near the machinery.

Write to your nearest G-E office for booklet and complete information.

Apply the proper G-E motor and the correct G-E controller to a specific task, following the recommendations of G-E specialists in electric drive, and you have G-E Motorized Power. Built in or otherwise connected to all types of industrial machines, G-E Motorized Power provides lasting assurance that you have purchased the best.

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